A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 9, 1964

Netherlands natural gas: beacon for exporters

Business Bulletins *from around the world*

BELGIUM—Special import tax removed on BTN ex 23.07-B-II, fodder containing more than 5% of solid milk per percent of lactose sugar above 2.5% per 100 kg. of product, U.S. Embassy Brussels reports. Special import tax was at rate of 6.50 Belgian francs ($0.13) per 100 kg.

DUBAI—First National City Bank inaugurates Persian Gulf branch here.

EQUATORIAL AFRICA—Chiefs of State of Central African Republic, Congo (Brazzaville), Chad, Cameroon, Gabon sign protocol for proposed customs union, common market comprising all five states. Draft treaty to be submitted to chiefs of state before December 15. Approval would formalize existing arrangement to provide freeing of internal trade, harmonization of economic development plans, equalization fund, common external tariff policy.

First oil refinery for five states to be built at Port Gentil, Gabon, with capital available internally. Detailed plans for project to be submitted to chiefs of state by May 15.

FRANCE—Credit Foncier, public finance institute backing low-cost housing, floats 20-yr. 5% $130 million loan.

Ceiling for wages subject to social security withholding raised from $2,088 to $2,280 per year.

ESSO-France together with 2 French Government-controlled oil companies awarded exploration rights for 935-mile strip in Gulf of Gascony off coast of Landes, Gironde Departments. Of three firms involved in venture, Esso-France holds largest share in association agreement.

GERMANY—Kawner GmbH. Rheydt, subsidiary of American Metal Climax Inc., N.Y., to start manufacturing aluminum sections for building purposes; intends to raise annual capacity to 10,000 tons, increase number of employees from 40 to 400. Output designed to meet needs of entire European market excluding Great Britain.

INDIA—Production, demand for coal during last year of current Five Year Plan (April 1965-March 1966) to reach 90 million mt. rather than anticipated 99 million tons. Estimate by private sector coal set production for final year of plan at about 80 million tons.

IRAN—Cobb's Pedigreed Chicks, Inc., International, Concord, Mass., arranges to supply specialized line of broiler chicks to local enterprise, International Poultry Production Co. IPPC already received initial shipment of 15,000 chicks; plans to maintain 20,000-hen laying flock; hatching capacity just over two million chicks annually.

IRAQ—Maritime Company considers doubling size of merchant fleet with purchase of four 10,000-ton vessels for dry cargo at estimated total $15.4 million cost. Government-owned company eventually hopes to increase fleet to 12 ships.

ISRAEL—Following liberalization of furniture import restrictions, new company, Israco, founded to handle import of about $450,000 worth of Yugoslav furniture. Furniture from Denmark currently being sold with success following exhibition attracting many interested buyers.

KOREA—Preliminary trade agreement signed with Burma calls for export of 30 products, such as fish, marine products, sewing machines, radio sets, automobile tires; for import of 10 Burmese items including rice, raw rubber, tin, timber. Transactions to be settled in pounds sterling or U.S. dollars. Agreement also signed with India for exchange of Korean nonferrous ores such as lead, zinc, tungsten for Indian engineering goods, machinery, ferromanganese, pharmaceuticals.

MALAGASY REPUBLIC—Brunzeel Society of Amsterdam to begin lumbering operations in approx. 62,000 acres of forest at Antsohity. About 59,000 cu. yd. of rough-cut wood to be exported monthly. Sawmill, veneer plant to be installed within 15 months.

NETHERLANDS—1963 imports amount to over $5.9 billion, 12% above 1962, exports reach $4.9 billion, 8% over previous year.

Lamb Gray & Harbour Co., Inc., of Hoquiam, Wash., to construct factory in Roosendaal for production of paper-making, paper-processing machines.

PHILIPPINES—Hi-Koppers Cement Corp. plans to construct two plants with annual capacity of 20 million bags. Engineering construction, supervision, management assistance of 1 plant to be supplied by Koppers Co., Inc., Pittsburgh. Construction of plants will help overcome severe cement shortage of past several years which has hindered building activity.

SOUTH AFRICA—Automobile assembly industry broke all previous records in 1963 with total retail sales of 110,451 cars, 36% above 1962 figure of 81,291. U.S.-affiliated firms with assembly plants participated substantially in increased sales as General Motors sold 28,506 new autos; Ford had sales of 27,350 cars. Motor assembly industry also had record year in commercial vehicle sales with total of 37,749.

SWITZERLAND—Aluminum Industries, Ltd., to contribute $17 million toward construction of aluminum plant at Delfzij Netherlands. The joint project with Dutch firms of Billiton and Hoogovens, scheduled to begin operations in second half of 1966; will produce initially 30,000 mt. of raw aluminum. Capacity to be increased later to 60,000 tons. Bauxite to be supplied from Surinam; natural gas from Dutch fields to provide energy.

UNITED ARAB REPUBLIC—Suez Canal earnings increased to estimated LE 71 million ($163.3 million) in 1963 from LE 54 million ($124 million) in 1962. Net tonnage up to 209 million tons in 1963 from 197.8 million tons in 1962. Canal Authority announces maximum allowable draft for ships transiting canal is 38 ft. northbound and 37 ft. southbound, increase of one ft. over the previous maximum.

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the cover

The under-the-lights photo this week shows one of the world's largest gas fields, estimated at 1.1 trillion cubic meters, in the Netherlands. The field is expected to supply one-third of the national energy needs for the next 35 years, and more gas and oil strikes are likely. For the U.S. supplier of products associated with the production, storage, transmission and use of natural gas, this means a market worth millions of dollars. See story beginning on page 2.

International Commerce

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March 9, 1964 Volume 70, Number 10

FEATURES

4 'Go abroad,' say traders at 27th World Trade Conference in Chicago; 1,000 company executives attend meeting

6 Commercial officers report on trade outlook for 1964 in the Netherlands, Germany, France, Belgium and Italy

14 Hawaiian airline and manufacturers of musical instruments, chemical and textile products honored with 'E' awards

15 Neil Hurley reports on efforts of U.S. Travel Service Office in Frankfurt to bring the gold back home

TRADE FAIRS AND CENTERS

13 Trade center shows, trade fairs, trade missions branching out over many areas of the globe; listed in exporters' calendar

WORLDWIDE BUSINESS OUTLOOK

16 Federation dissolves smoothly; Rhodesian businessmen still optimistic as new development projects get underway

FOREIGN GOVERNMENT ACTIONS

17 Pakistan liberalizes commercial, industrial licensing to make greater use of industrial capacity and foreign commodity loans

18 Latin American Free Trade Association approves free trade in electron receiving tubes in radios, television, sound equipment

INVESTMENT OPPORTUNITIES

22 Projects in Africa, South Asia, Latin America invite aid

23 Malaysian veneer mill launched; new venture considered

WORLD TRADE LEADS

24 Projects opened, bids invited in several countries

25 Leads for exporters

26 Special trade leads

37 Visiting buyers and officials; new trade lists

38 International representation; leads for importers

39 Construction projects

NEW BOOKS AND REPORTS

40 Economic projection of expected world changes in next 15 years made in terms of effect on individual Americans; other books, reports reviewed

1.1 TRILLION CUBIC METERS

Gas creating new market

Netherlands natural gas field opening door to sales for gas equipment products

A multimillion dollar market for products associated with the production, storage, transmission and use of natural gas is developing in the Netherlands, according to the American Embassy at The Hague. One of the world's largest gas fields, estimated at 1.1 trillion cubic meters, will be supplying gas to 5 of the northern and eastern provinces before the end of the year. By 1968 the government expects consumption to be about 15 billion cubic meters per year, and exports a like amount.

The field is estimated to be sufficient to supply one-third of the national energy needs until the year 2000. Additional gas and oil strikes are likely, the embassy reports, particularly in the North Sea, the Wadden Sea, and on the islands off the north shore, once Dutch enabling legislation is passed.

The Department of Commerce is launching a campaign to help U.S. firms take immediate advantage of new export sales opportunities stimulated by these discoveries. Secretary Hodges has urged suppliers in this country to get into the market this spring, before industry patterns are broadly established and user preferences are formed.

Trade inquiries sought

One of the first steps in the campaign is the establishment of a Business Information Center and special U.S. Commercial Library by the Bureau of International Commerce at the Royal Netherlands Industries Fair in Utrecht, opening today, March 9th. The fair will run through March 17th, and U.S. firms interested in exporting equipment relating to the natural gas industry are asked to submit Business Proposals to the Office of Construction and Materials Industries, BDSA, Department of Commerce, Washington, D.C. 20230, without delay. (See accompanying box on how to make use of this service.)

U.S. producers of natural gas equipment have been alerted through the trade associations by the Business and Defense Services Administration of the Department to the potential of the Netherlands market and the suggestion has been made that they arrange to be represented at the Utrecht fair.

Prospect list prepared

A special list of Dutch firms interested in importing U.S. equipment, received from the U.S. Embassy in The Hague, was sent last week to the Department's 39 Field Offices.

"Every U.S. businessman who has an interest in this export sales opportunity should see that list either in the Bureau of International Commerce here in Washington or in one of the Field Offices," Secretary Hodges said. "Then he should make plans to go or send a representative to Utrecht in the next few days to do his own market development work. We want to help with all our resources, including those we will have at the Utrecht fair, but this opportunity is so great and so immediate that we can make the most of it only if U.S. businessmen take action promptly.

"We lead the world in research and production associated with all types of utilization of natural gas and we are the most logical of all suppliers for this new market," the Secretary added. "We already have the most; now we'll have to get there first."

Later plans of the Department include a detailed survey of the Netherlands market for all types of natural gas equipment, a special exhibit of U.S. equipment at the Heating, Ventilating and Air Conditioning Fair in London April 15, and

How to submit a Business Proposal

U.S. firms interested in exporting equipment related to the natural gas industry should submit Business Proposals to the Office of Construction and Materials Industries, BDSA, U.S. Department of Commerce, Washington, D.C. 20230, for forwarding to Foreign Service posts in the Netherlands.

To make use of this service please answer the questions below and submit two copies, making reference to this article:

What product do you wish to sell or offer?

Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.

Each Business Proposal must be accompanied by 25 copies of supporting material, including price lists, brochures, catalogs, and other descriptive literature so an effective sales presentation can be made. Price information should include cost-insurance-freight (c.i.f.) quotations.

Market profile—Netherlands

Area: 12,865 square miles (comparable to combined size of Massachusetts and Connecticut).

Population: 11,952,887 (June 1963).

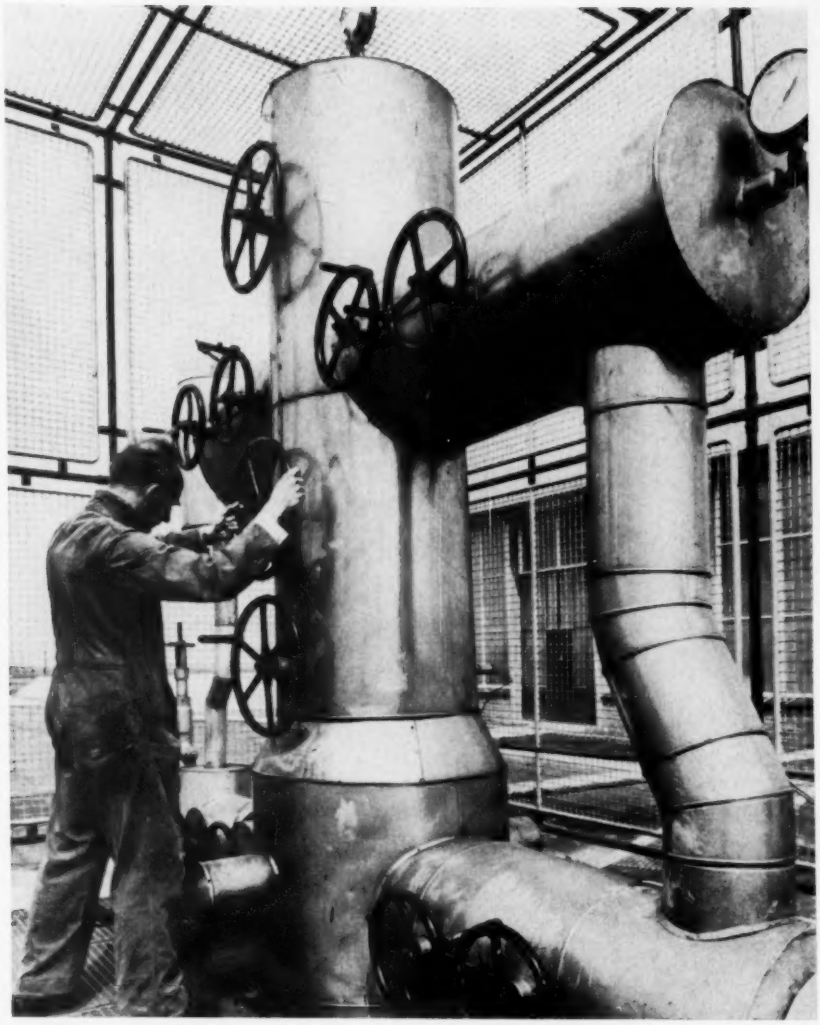
Chief cities: Amsterdam (866,342), Rotterdam (729,744), The Hague (605,876), Utrecht (256,332).

Currency: Guilder (1 guilder=$0.276).

Per capita income: $907 in 1962 ($2,366 in U.S.).

GNP: $13.01 billion, 1962.

Value of foreign trade: Total exports, $4,580 million; total imports $5,343 million in 1962.



MANNING THE CONTROLS: Dutch workman adjusts valves on the "tree" of gas well Slochteren 1; tree is insulated to protect it against changes in temperature. A list of Netherlands firms interested in importing U.S. equipment is available from Commerce Department Field Offices.

a special gas industry trade mission being planned for later this year.

Market now exists

The U.S. embassy reports that substantial markets now appear to exist for U. S. gas equipment of all kinds—industrial, commercial and consumer—including heating and cooking equipment, internal combustion engines, and extractive equipment, pipe and pipe laying equipment, and relay station machinery.

The reserves will be extracted and sold to the Netherlands Gas Union—a combination of the Government, the State Mines, Shell and Esso—for wholesale distribution. Export will account for a large portion of Dutch natural gas production. France and Switzerland are reported to be among the countries interested in buying gas from the Netherlands.

At present natural gas consumption in Holland is only one million cubic meters annually.

The Dutch government recently settled the price question, with retail prices ranging from about $0.027 to $0.069 per cubic meter depending on the amount consumed.

Safety specs available

Information on Netherlands safety specifications and testing requirements for gas utilization equipment may be obtained from any of the Commerce Department's Field Offices, or by writing directly to the Gas Institute, Parkweg 17, The Hague, Netherlands.

Import duties and taxes on U.S.-made gas utilization equipment are:

Item	Benelux import duty	Netherlands turnover tax
Gas burners	9%	8%
Ovens, stoves ...	15.3%	8½%
Control equip. ..	11.7%	5%

The gas, as delivered to the customer, will be made up of about 82% CH_4, 14% N_2 and 4% other. It will be delivered at a pressure of 10 inches water column and will have an upper caloric value of 8,000 kilo calories. Its density compared with air is 0.64.

Although all such figures must still be considered highly tentative, reliable estimates suggest that consumption of gas in the Netherlands will increase twelvefold by 1968.

Get lists here

Potential suppliers of products for export to the Netherlands in connection with the demand for natural gas equipment, may obtain a list of Dutch firms interested in purchasing such equipment, from any regional Commerce Field office. Following are the addresses of the 39 Department of Commerce offices:

U. S. DEPARTMENT OF COMMERCE

FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-4551.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75201, Room 3-104, Merchandise Mart, 500 South Ervay St. Phone: Riverside 6-3267.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 438 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U. S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main Street. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 New Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94011, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St., Phone: Atlanta 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

OPENER: "Financing of International Trade" was the topic of Virgil Grant, addressing first session of 27th Chicago World Trade Conference. Seated at speakers' table are A. R. Gale (left), Studebaker International president, and Robert Oscar, Conference co-chairman. (Drawing by Stanley Lichtenstein)

'Go abroad'—say traders

International trend irresistible, say leaders at Chicago convention

By STANLEY LICHTENSTEIN
Staff Writer

CHICAGO—The roundness of the earth, and the fullness thereof were preoccupations of the 1,000 international trade executives attending the 27th World Trade Conference in this bustling city. Squeezing into the La Salle Hotel's elevators, packing meeting and ballroom space, the delegates didn't have to be told where to get off or where to go.

"Go abroad." This, according to a second-general-session speaker, is the trend. No longer is foreign trade a "big corporation" domain, Robert B. Biesel, executive vice president of the General American Transportation Corp., noted. "Improved communications, foreign travel, education, war, dissipation of the disparities in trade balances, rising domestic costs, domestic and foreign governmental inducements and other factors have caused American business, which once moved toward our Pacific coast in concert with the words of Horace Greeley, to heed a current cry to 'Go abroad.'"

Opening-day (March 2) luncheon speakers Herbert V. Prochnow and Daniel L. Goldy pointed to signs indicating a continued upsurge in U.S. exports. Prochnow, president of Chicago's First National Bank and president of the city's Association of Commerce and Industry, said the 1963 figure of $23.2 billion (17½% of total world exports) will probably be eclipsed by a new record volume of U.S. exports in 1964 because of growing West European and Japanese prosperity, steeper price rises abroad than in the United States, and stepped-up foreign demand for U.S. consumer goods which "now constitute only a small part of our exports." He urged that U.S. leaders at GATT (General Agreement on Tariffs and Trade) negotiations in Geneva work "to preserve the unity of the free world" against the danger that "closed, protected markets" may be set up, setting groups of countries against one another.

New emphasis

Goldy, National Export Expansion Coordinator, said exporting rather than producing abroad is now being emphasized by many firms which are "finding

that their costs in the United States have been relatively stable in comparison with rising production costs overseas." Producing at home and selling overseas has meant higher profits for such firms, he pointed out. "Some of our largest companies have decided to give exports top priority during the next 10 years, and this represents a shift in thinking away from investing in plants overseas." Greater use of Commerce Department market-information and trade-opportunity services by business generally, Goldy said, could open many new international pathways to profits. He lauded Illinois Governor Otto Kerner and cooperating businessmen on their effective spadework in conducting a "do-it-yourself" trade mission to Europe last fall (INTERNATIONAL COMMERCE, Oct. 28, 1963, p. 20), resulting in a substantial number of orders for participating companies.

Status loss

General-session speakers—like Virgil V. Grant, Caterpillar Tractor Co. vice president, whose firm in 1954-63 made a $2.5 billion "contribution to the flow of international payments into the United States"—hammered away at international trade questions from many angles, drawing on their own companies' experience for illustrative material. Pointers on "Penetration of International Markets by Small Business" were offered by William N. Lane, president of the General Binding Corp.—who warned, however, that international success could mean a certain loss of status: "You will no longer be a small business."

The general session addresses by Messrs. Biesel, Grant, Lane, and their colleagues were tied to well-attended afternoon workshop sessions marked by intensive discussion and detailed question-and-answer exchanges. At least one of the panelists at the workshop on International Marketing of Consumer Products was a 27-year man—that is, one who had attended every Chicago World Trade Conference since its inception. This was E. E. Schnellbacher—"Schnell"—assistant director, Bureau of International Commerce, U.S. Department of Commerce.

The climactic event of the Conference—a scheduled banquet address by Governor Kerner, and presentation by him of the President's "E" for export excellence award to 5 Chicago-area organizations—will be reported in next week's INTERNATIONAL COMMERCE, with other late-breaking Conference highlights. The area "E" winners are the International Trade Club, the First National Bank, Coleman Instruments, Inc. (Maywood), General Binding Corp. (Northbrook), and Sciaky Brothers. Inc.

TAKE ONE: That's a sample product (a Scotchbrite scouring pad) of the Minnesota Mining & Manufacturing Co. lying there on the table (behind pitcher) as Richard Priebe, general sales and marketing manager of the international division, divulges trade secrets at 27th Chicago World Trade Conference.

International Trade Winds

'PHONING IN FUNEN' will be automated under a $4,600,000 contract awarded to a Danish subsidiary of International Telephone and Telegraph Corp. The changeover from a manual system on the island of Funen—Hans Christian Andersen's birthplace—will be carried out by ITT's Standard Electric Aktieselskab, which expects to have a modern crossbar switching system fully operational, with 37,000 lines of equipment, by the end of 1967.

BALTIMORE-GEELONG was the route as some 3,000 long tons of Aluminum Co. of America machinery and equipment were shipped to Australia recently. Destined for a rolling mill to be added to the Geelong aluminum products plant of Alcoa of Australia Pty., Ltd., the 62 carloads of materials were transferred by 250-ton crane to a specially equipped Nedlloyd Lines vessel for the long trip from the Port of Baltimore.

DUTCH PORTS broke records in 1963, the Netherlands Consulate General in New York reports. Rotterdam counted 26,351 ocean-going vessels entering its port, with volume aggregating 100,600,000 tons. This included cargo arrivals accounting for 77,300,000 tons and outgoing shipments totalling 23,300,000 tons. Amsterdam reported combined ocean-borne movement of goods from its port of 14,290,000 tons—11,620,000 tons accounted for by arrivals and 2,670,000 tons by outgoing shipments. Almost all categories of goods entering or leaving Amsterdam gained over 1962.

SINGER SOUTH AFRICA Pty., Ltd., is slated to begin making sewing machines this year in the Johannesburg area. The $1.4 million company is absorbing Bourne & Co., Ltd., sellers of domestic and industrial sewing machines in South Africa since 1910.

Higher wages should increase Dutch imports from U.S. in '64

Embassy lists most promising items for export to Dutch market; Netherlands' imports and exports rose 8 to 9% during 1963

By R. BERNARD CROWL

Commercial attaché, U.S. Embassy, The Hague

The single most important event that will influence the performance of the Dutch economy in 1964 is the recent across the board wage increase, nominally 10% but running considerably higher in some industries. It is too soon to predict all the effects of this development, but it is certain to boost purchasing power and imports to the Netherlands in 1964.

R. BERNARD CROWL

This much is clear—prices will go up too, and have already risen in consumer goods categories such as coal, sugar, bread, meat, and tobacco products. The extent of increases in costs of industrial goods has not begun to jell. There is little doubt, though, that they too will be raised.

Dutch imports and exports increased about 8 to 9% in 1963. This trade should continue to grow in 1964. In the past year, Dutch trade with the Common Market countries expanded more rapidly than that with other nations.

However, considering the rising price levels in Holland and the inflationary pressures in other EEC countries, the competitive position of the U.S. goods should improve. Dutch interest in U.S. articles heretofore not considered competitive in price has been noticed recently; examples range from high quality record players to automation equipment.

Dutch 1963 per capita income was $1,066 compared to $578 a decade earlier and an estimated $1,139 for 1964. The Dutchman is no different from the American in this respect, and wants to buy new things with his new money. Items that were considered luxuries yesterday are requirements today; the range will widen tomorrow. Where, according to a recent survey, 62% of families have hot water heaters, 55% baths or showers, 23% refrigerators, 18% toasters, 11% clothes dryers and 52% cameras, a large future market remains to be filled as Dutch income continues to expand. The Dutch like U.S. products and will buy them if the price is right.

The following products offer particularly good prospects, but are by no means the only promising ones.

Gas equipment

Opportunities to sell gas equipment probably top the list. The Dutch are presently requesting bids which will initiate exploitation of recently found gas deposits estimated to contain over 1 trillion cubic meters of gas (second largest in the world). They are equivalent to Holland's present *total* energy requirements from all sources for 40 years.

Since Holland has solely utilized manufactured gas, with the change-over just beginning, this represents opportunities for the sale of the entire range of products using gas as well as the facilities for bringing the gas from the field to the consumer. Inter alia this should include extractive equipment, pipe and pipe laying equipment, relay station machinery, internal combustion engines, control equipment, and heating and cooking equipment.

Hydraulic equipment

Despite the large population in this comparatively small country, there is a labor shortage, and therefore an increasing use of automation. This has favorably affected the sale of hydraulic equipment and a market increase of $550,000 within the coming 2 years is generally expected. There is also a noticeable trend towards paying higher prices for the best quality.

U.S. products are classed among the best available, and U.S. exporters can profit from their longer technical experience. Undoubtedly the best chance is for suppliers of complete lines, including design and installation. Other manufacturers are advised to cooperate with Dutch importers which offer items which, together with the U.S. items, make up a full line. To become established, it is essential that the manufacturer arrange to make spares available from stocks in the Netherlands. Equipment to U.S. standards is accepted without alteration.

There is a good market in the Netherlands for U.S. welding transformers, spot welders and some welding accessories. The competition is keen but it is possible for quality U.S. products to take a larger share of the Dutch market. At present U.S. exporters sell about 6.5% of the total Dutch market for welding equipment. A good sales program could probably increase this to 20%.

Present delivery time on European welding transformers of 750 amps and over is about 3 months. U.S. manufacturers, therefore, could take special advantage of this and offer shorter delivery time.

There are definite opportunities for U.S. industry in this field provided it is associated with aggressive Dutch representatives.

There appears to be a good market for portable steam cleaners in the Netherlands. It is most important, however, that an exporter who wants a major share of the Dutch market sell a very simple unit in the $250 to $350 price range (CIF).

The exporter, or his Dutch importer, must offer repair service on the equipment. The importer should offer a monthly cleaning service because Dutch water is hard. The customer should gladly pay for this.

The present labor shortage has brought on accelerated automation of industry, and sales will probably increase about 20% to at least 650 units per year by 1964.

U.S. advantage

Long manufacturing experience in portable steam cleaners gives the U.S. manufacturer an advantage. European equipment will not stand up as well as the American. Therefore, there is a definite opportunity for a U.S. exporter in this field, provided he has an aggressive Dutch agent.

There appears to be an excellent market in the Netherlands for all types and kinds of U.S. stainless steel valves. Present annual sales of such valves total about $1,250,000 and U.S. manufacturers could take about a 25% share of this market within 2 years.

Another potentially valuable valve market appears to be rough-finish castings (of cast iron or drop forged steel) for large valves. The present annual market for large industrial valves in the Netherlands is $2.2 million at retail prices. The casting, finishing and selling of such valves is dominated by two large Dutch firms, with German suppliers occasionally making a sale. The major problem faced by a U.S. exporter of rough casting for large valves will be find-

ing a Dutch "partner" to finish and market them. There are several firms, however, which might be interested.

The following types of U.S. packaging and control equipment are expected to have good sales opportunities in the coming 2 years: ultrasonic sealing equipment, breadwrapping equipment, computing scales, unitpack equipment, machinery for the filling of plastic bottles, equipment for the packaging and reheating of pre-cooked meals, machinery for plastic collapsible tubes, packaging machinery to attach premiums on packs (on-pack premiums).

The following groups of products appear to have a ready but limited sales potential: clothes dryers—either gas or electric, electric washing machines—especially the more expensive automatic types, air humidifiers, electric refrigerators, deep freezers, electric mixers and blenders, gas ranges, small appliances such as blankets, grills, can openers, skillets and deep fryers. Firms establishing themselves now will be in a position to get their share of a growing market.

There are definite opportunities for U.S. industry in the air tool field. The following specific product categories can be pinpointed: wire brush machines and other de-rusting equipment, spray equipment, especially for spraying chemicals, adhesives, stonecutting and dressing machinery, woodworking machinery, air-driven tackles, metalworking machinery including impact wrenches and metal shears, pipe cutters, pipe de-rusting equipment, and safety equipment.

The Dutch like to eat well. Although much farming is done in this small country, it is largely concentrated in specialties such as dairying, leaving opportunities for a variety of imports such as canned fruits, vegetables, salmon, and a wide range of frozen food which is beginning to attract the housewife. Deep freezers for the home and store are potential items. Because of the increasing cost of labor, modern food packaging machinery will find an increasingly receptive market.

the author

Mr. Crowl has been stationed in Washington, D.C., Tehran and Ankara since joining the State Department in 1949. Prior to that the Rutgers graduate played in the National Professional Football League, served overseas with the Army during World War II, and was an Assistant Branch Chief with UNRRA. He was assigned to The Hague in October 1962.

U.S. exports to Germany expected to keep growing in '64, despite stronger ties with EEC partners

Nation presents receptive market with few trade regulations; Frankfurt Trade Center is effective vehicle for U.S. exhibitors

By PAUL H. BRENT
Commercial attaché, U.S. Embassy, Bonn

The West German economy, which had enjoyed boom conditions and rapid growth for years, continued to expand in 1963, although at a more modest pace.

PAUL H. BRENT

The 1963 gross national product of $94.25 billion surpassed 1962 by 6.2% in current prices and 3.2% in constant prices. These growth rates were lower than preceding years, but reacceleration is under way. Indications are that 1964 will bring a nominal increase of about 7% and a real gain of 5% or more.

The customary factors of market analysis, such as disposable income, retail sales, per capita ownership of passenger cars and TV sets, have shown steady rises in recent years and, by all predictions, will continue to do so. Simultaneously, the average work week continues to come down gradually. Growing wealth and increasing leisure time have made Germany a large and growing market for consumer goods.

Germany's thriving but labor-short economy holds real prospects for sales of highly advanced production and servicing machinery and electronic equipment. The country has already demonstrated its potential as a market for U.S. industrial products.

Trade patterns

U.S. exports to Germany have maintained a continuous growth in recent years. While complete data are not yet available for 1963, all indications point to a new high in U.S. exports to the Federal Republic—approximately $2 billion (CIF German ports). Comparable German sales to the U.S. are estimated at $1,046 million (FOB German ports).

Excluding government purchases, commercial imports of both agricultural and non-agricultural products probably finished year 1963 at approximately the same levels as 1962. It should be remembered, however, that agricultural imports suffered substantially by virtue of the introduction of certain new EEC marketing regulations and also through normal German agricultural production factors.

In any case, the U.S. maintained its position as the primary supplier of German imports while it stood fifth as a customer for German products.

No obstacles

Germany presents no particular obstacles for the importation of U.S. goods except in the agricultural sector where certain quotas still apply, as do also new EEC marketing regulations introduced during the past year. There are no exchange regulations and no barriers to payment for U.S. goods. The market is, however, becoming more difficult by virtue of the gradual adjustment of German national tariffs to the Common External Tariff and the gradual reduction of internal tariffs on products from other EEC countries.

The U.S. is preparing for extensive tariff negotiations at the GATT sessions opening in Geneva in May. The success of these negotiations in bringing about a lowering of the tariff levels on goods from outside the EEC will have a real bearing on our sales position in Germany.

Best sellers

The most attractive fields for growth in U.S. exports to the Federal Republic appear to lie in the highly advanced machinery and electronics fields, certain chemicals, and a wide variety of equipment used by industry and service establishments.

Importers report price increases of 20 to 25% for U. S. machine tools during the past 2 years. This fact, coupled with the easier supply position of German machine tool producers, has practically

barred certain categories of U. S. machine tools from the German market.

On the other hand there is a large market for high efficiency automated equipment needed by German industry to combat rising costs and shrinking profits. Pumps and pneumatic appliances showed a good growth during the first 9 months of 1963, and the outlook is good.

Imports of business machines showed a small increase to $23.8 million for the first 9 months of 1963. A drop in imports of certain categories from the U. S. was offset by larger imports from the Netherlands, consisting of machines manufactured by Dutch subsidiaries of U. S. firms. Imports of electronic computers and data processing equipment from the U. S. maintained its earlier growth, and sales should continue to grow.

A large potential market exists for U. S.-made automotive service, repair and maintenance equipment. This results from rising ownership of motor vehicles in Germany, rising per capita purchasing power, and the increasing amount of time the average German has for touring on the open road.

There are also continuing shortages of skilled labor which stimulate interest in labor-saving products related to the automotive servicing and maintenance industry. Service facilities have not kept up with the rising rate of motor vehicle ownership and use and German buyers recognize that quick and efficient auto servicing and maintenance are possible through the application of the latest types of U.S. equipment.

Electrical equipment

Electrical and electronic equipment, represent areas of continuing growth in imports from the U. S. The outlook is particularly favorable for power and distribution transformers and for electronic components for industrial use.

Two Frankfurt Trade Center shows devoted to electronic components and instruments which were strongly supported with exhibits of the latest U. S. equipment, attracted large numbers of business visitors, not only from the Federal Republic but also from neighboring countries. Sales approximating $1 million were concluded at the June Electronics and Instrument Show. A companion show held in January 1964 was almost equally successful. U.S. technological progress in this field is widely recognized by German business.

At the consumer end of the electrical field, some 32 U.S. firms showed their wares at the Trade Center's Electrical Appliance Show, and half of them reached new agency agreements before the 2-week show was over. While Germany is known for the excellence of its electrical appliance industry, U.S. equipment is competitive in price but must be built to the requirements and specifications of the German market.

German buyers of electrical appliances say U.S. products are of good quality, design and durability, but need to be more aggressively sold on the German market. The German consumer needs to be convinced that the U.S. product made to his requirements is equal to or superior to that produced in Germany.

Imports of semi-finished and finished chemical products totaled $133 million during the first 9 months of 1963, compared to $118 million during the comparable 1962 period. The field is very competitive as Germany is historically a prime chemical producer. Still, the U.S., with its rapidly increasing efficiency and new chemical products, has been consistently able to enlarge sales in this field.

It is difficult to become too specific about this highly technical field, but importers have shown keen interest in new U.S. developments.

While not exhibiting any unusual growth trends, pulp and paper products represent a substantial element in U.S. sales to Germany, and there is still a substantial demand for U.S. Kraft paper and paper board. German production costs in the pulp and paper industry suggest continued opportunity for U.S. sales.

A recent Trade Center show confirmed that there are good opportunities for U.S. sales in the commercial laundry and dry cleaning equipment field. Of the 35 participants in the show, 24 reported sales ranging from $450 to $100,000. Total orders booked during the show were $832,000. Fifteen show participants had concluded agency representations with German distributors at the show.

German households in the metropolitan cities are small. Major cities are characterized by large numbers of high-rise apartments, with limited opportunity for the average householder to install his own automatic laundry equipment. As a result he is an increasing user of the corner laundromat or automatic dry cleaning establishment. While a number of U.S. companies are already selling in the field, more sales work could produce considerable new business.

The textile industry in Germany is in the process of structural change. As in other countries with older established industries, the German textile industry suffers from retarded rationalization. The industry needs new automated machinery, which in itself represents an opportunity for U.S. business.

There is also an opportunity for sale of U.S. man-made fabrics, and 1963 figures showed increasing purchases of yarns and fabrics from the U.S.

Imports of man-made filament yarns, which had shown good sales records in 1962, did not rise further in 1963, largely because of adverse German tariff action following EEC retaliatory measures on imports of continuous filament yarns and products made therefrom.

Nevertheless, the competitive position of U.S. cotton and cotton mix textiles generally appears favorable, and the U.S. Government will launch a sales effort in May 1964 at INTERSTOFF, the widely known international Textile Fair held semi-annually at Frankfurt.

The U.S. will assemble a group exhibit of American manufacturers of apparel textiles at this Fair. It will be a straightforward attempt, built around product displays supported by company representatives, to introduce the latest and best from the U.S. textile apparel field.

The German consumer is impressed by quality, particularly in the textile field. He selects his clothes carefully and takes pride in their maintenance. He will buy quality even at a premium, and it is in the higher quality better finishes that U.S. apparel textiles have their best sales potential.

Conclusion

Germany is a large market of 55 million people with no particular trade barriers, offering an open field for the most energetic salesmen. It is a field characterized by strong competition, not only from within the Common Market, but also through the intensive efforts of salesmen from Japan, EFTA countries, Canada and other important international competitors.

There is room for expanded sales of U.S. products in this already large market, but it will take the same measure of well planned energetic sales approach which has characterized the growth of the U.S. market.

the author

Mr. Brent served with the Department of Commerce as Chief of the Foreign Trade Division, Director of the Business Relations Division, and Executive Secretary of the National Export Expansion Committee, before being appointed Commercial Attache to Bonn in May of 1961. The California native attended the Universities of San Francisco and California, and served overseas with the Army during World War II.

Another banner year in sight for France; '63 imports up 16%; stabilization plan implemented

Government designed plan aims to halt inflationary price spiral; U.S. sales to France also jumped 16%—further rise expected

By THOMAS E. DRUMM, JR.
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France appears to be heading into another year of healthy economic expansion in spite of a few weak spots.

Buoyed by strong and sustained consumer demand, the French gross national product rose 4.3% in real terms in 1963 and stood at approximately $78 billion at market prices for 1963. This growth should continue at a comparable, if somewhat reduced rate, during 1964.

French imports jumped 16% in value during 1963 to a total of $8.7 billion, spurred by internal developments which have been favorable to imports, including U.S. products. Exports rose 11% during the year to $8.1 billion.

The performance of the French economy during the coming year will be strongly influenced by the effects of the Stabilization Plan designed to halt the upward spiral of French prices.

U.S. trade prospects

French imports from the U.S. reached $901 million for the year 1963, an increase of 16% over the $775 million recorded in 1962, with a favorable outlook for further growth.

Categories of U.S. exports to France which made impressive showings during 1963 include: industrial machinery and appliances; electrical machinery and equipment; optical, photo and medical apparatus; organic chemicals; precious metals and jewels; oil seeds and products; mineral fuels and oils; knitted and crocheted goods; paper goods; and musical instruments and parts.

The prospects for U.S. manufacturers wishing to get into the rich French market should remain good throughout 1964. While tariff differentials will continue to cause problems for U.S. producers competing with Common Market members in the French market, rising European production costs should provide U.S. exporters with an increasingly favorable competitive position.

Consumer demand remains one of the principal driving forces in the present French economy. Family incomes are rising and per capita disposable income is increasing despite rising prices. Consumer expenditures for goods and services rose 5.6% in real terms and amounted to about $51 billion in 1963. Consumption expenditures are likely to increase during 1964, but at a somewhat reduced rate, and may reach $55 billion at market prices.

T. E. DRUMM, JR

RODERICK GRANT

The arrival of approximately 800,000 refugees from North Africa during 1962 and 1963, many of whom had repatriated their assets, and a large number of whom are being forced to re-equip their households and businesses, added considerable strength to total demand.

French families continue to use a large proportion of their income for food and lodging, but now are also spending substantial amounts for automobiles, television, household appliances, furniture, leisure activities and equipment including camping, fishing, skiing, boating as well as entertainment, cultural and health activities.

Installment buying

The rapid growth of installment credit has been an important factor in increased consumer spending during the past few years. After having grown 30.9% in 1961 and 24.5% in 1962, the rate of increase in the volume of installment credit dropped to about 16-17%. Measures to restrict credit under the Stabilization Plan may inhibit sales of some consumer durable items during 1964.

One soft spot in the French economic picture is the leveling out of private business investment. After growing at an average rate of 7-8% from 1959-62, the rate of investment growth fell to 5% in 1963, with private business investment now running only slightly above a year earlier. Public investment, however, increased an estimated 12.5% during 1963 and should continue to rise during the year.

Dynamic consumer market

The dynamism of the consumer goods industries reflects the strength of consumer demand. The textile industry has been growing at an annual rate of about 11% in recent months. The woolen and leather goods sectors have been especially active, with clothing and accessories manufacturers benefiting from heavy purchases for winter sales campaigns and inventory replacement. Production and sales of household appliances, cutlery and hardware are also progressing at a high rate.

The output of television sets continues to rise rapidly. As a second TV network is now in partial operation, and with a market that is far from saturation, this industry should continue its strong performance.

Industrial production rose a little more than 6% during 1963, rebounding from a poor first quarter hampered by strikes and fuel shortages. Production was facilitated by the increased availability of factory labor. During 1964 industrial output will probably grow at slightly reduced rates.

Auto output stays high

Automobile production continued at a high level during 1963 with 1.7 million vehicles, including trucks, being manufactured during the year. This is a 13% increase over 1962. A softening of the used car market is causing some apprehension although healthy levels of new automobile output should be maintained in the coming year.

Iron and steel production rose moderately during 1963 to 17.6 million tons, compared with 17.2 million tons in 1962. The total was slightly under the level reached in 1961, however. The slackening rate of business investment and a highly competitive world market situation will probably cause trouble for this industry for the coming year.

The mechanical and electrical industries were affected diversely by high consumer demand on the one hand and increasing international competition and the slowdown in domestic investment on the other. The outlook in the consumer

NEWEST FRONTIER: The Globe Department Store in Mulhouse, France, adopted this un-Continental getup to feature a 3-week exhibit of U.S. products. This is one of the unique methods U.S. producers have found to 'shoot it out' with competitors.

goods sector remains bright, with the producer goods sector questionable.

In late 1963 new orders for machine tools were 40% below the 1962 level, while production was running about the same. The work in process in the heavy equipment field on October 1, 1963, was the lowest recorded since 1957. The situation is especially severe in the case of steel mill equipment, and somewhat better in the construction equipment and textile machinery industries.

The construction industry, after a weak start during the excessively cold winter of 1962-63, is now moving strongly. The construction of private housing remains a problem of supply rather than demand. Government expenditures in this area will play a major role in the performance of this industry. Recent credit restrictions may hold new dwelling starts in 1964 to about the 1963 level of 325,000 units.

The chemical industry remains among the leaders of the French economy and is moving ahead rapidly. A high rate of imports in spite of some unused capacity indicate that there are some products the French industry is unable to supply.

In November, French retail prices were 6.4% higher than a year earlier, compared with an average increase of 4.3% in 1962 and 3.2% in 1961. Wholesale prices rose more slowly but were still 4.4% higher in November 1963 than in the previous November.

Stabilization plan

Growing concern over persistently rising prices led the French Government on September 12, 1963, to announce a Stabilization Plan aimed at stemming the threat of inflation. The measures taken under the program are aimed at restraining credit and prices, easing the tight labor market, and reducing the 1964 budget deficit by about 30%.

While this program may result in a temporary slowdown in the rate of economic growth, indications are that the overall expansion will resume its fast pace before long.

The Stabilization Plan will affect consumer purchases by requiring larger down payments and shorter repayment periods on the purchase of new cars. Larger down payments are also required for the purchase of TV sets and radios.

Under the Plan, the prices of manufactured goods were frozen at August 31, 1963 levels. Any price increases subsequent to that date must be authorized by the Ministry of Finance.

The Plan also includes a provision for the unilateral reduction of tariffs on certain food products and manufactured consumer goods. The largest of these tariff reductions affect the Common Market internal tariffs and average 10-15%. Smaller reductions are applied to third country tariffs, including those levied on imports of U.S. goods. Generally, these changes reduce by 50% the difference between the French duty previously applied and that called for under the Common Market external tariff. U.S. products affected include several species of fish; certain articles of clothing; shoes; aluminum household articles; various manufactured iron and steel products; razors and razor blades; and files, rasps and wrenches.

The techniques used by those who export most successfully to the French markets are little different from those used domestically by U.S. manufacturers, but are all too often neglected by businessmen approaching the French market—products tailored to the requirements of the French consumer, brochures and other promotional material printed in French, calibrations in the metric system, sizes indicated according to local custom, and similar services.

Specialized exhibits

Participation in specialized salons and international fairs is another valuable device used by successful exporters.

A very successful technique used by a U.S. electronics manufacturer during the past year involved touring France and other Western European countries in a bus filled with the company's equipment. In this way the company was able to go directly to the customer at his plant, calibrate instruments, and give on site demonstrations. Excellent sales and service results were obtained.

Participation in the "American Week" promotions put on by major department stores is an additional means of introducing U.S. goods to the French market. By contacting buyers from these department stores, or the buying syndicates representing them, U.S. manufacturers may find opportunities to participate in these promotions, thereby creating consumer demand and the basis for repeat sales.

The French market is large and is growing. While competition is keen, U.S. manufacturers can share in this expansion if they expend the same effort, determination and imagination they customarily employ in selling the domestic market.

the authors

Mr. Drumm was Administrator of the Commerce Department's Business and Defense Services Administration before being assigned to Paris in January 1962. He has also served as a Deputy of the War Assets Administration, Secretary of NATO's Supply and Defense Production Board and as Chief of the Foreign Operations Administration's Industrial Program Division. Mr. Grant has served in Frankfurt and Munich, and been detached for advanced economic studies at Harvard since joining the State Department in 1955. The U. of California graduate, who also studied at the Sorbonne, has been stationed in Paris since October 1962.

Exporters' Latin credits rise 8th straight month

Outstanding Latin American letters of credit in favor of U.S. exporters continued their upward trend in January for the 8th consecutive month, with a substantial rise of $35.4 million, to $202.3 million.

The Federal Reserve Bank of New York reported the January total was the highest since the October 1960 figure of $214.1 million. Increases were reported in 12 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 commercial banks.

Outstanding draft indebtedness of Latin American importers during January increased slightly ($0.2 million) to $227.6 million.

Belgians expect another good year in '64; imports from U.S. up 3.5%

EEC integration making it harder for U.S. to hold market share; sloppy business practices also drive some buyers from U.S. goods

By RICHARD G. SMITH
Commercial attaché,
U.S. Embassy, Brussels

Buoyed by a high level of foreign and domestic demand, Belgium experienced a highly prosperous 1963.

RICHARD G. SMITH

Preliminary figures indicate that production was up over 6% and foreign trade was at record levels, with exports increasing 11%. Employment was virtually full. Per-capita gold and foreign exchange reserves of $185 were second in Europe only to Switzerland—the Common Market average was $105. Economic expansion should continue in 1964 at a healthy but possibly reduced pace.

According to preliminary figures, sales of U.S. goods to the BLEU (the Belgium-Luxembourg Economic Union) for the first 10 months of 1963 reached $380 million, a rise of 3.5% over the same period of 1962. Our market share—slightly over 9% of total BLEU foreign purchases—was maintained at the level of the past several years.

Greater sales efforts in 1964 must be exerted to maintain our share of the BLEU market in view of the increasing trade benefits accruing to its Common Market partners. BLEU tariffs governing the entry of goods from the U.S. and other non-EEC countries, originally among the lowest in Europe, are rising to the level of the Common Market External Tariff and lowering to zero for other EEC members. Moreover, there have been increasing EEC non-tariff import restrictions in the agricultural sector.

Relief may be afforded, however, following the completion of the Kennedy Round trade negotiations at GATT in Geneva which will begin this spring.

An indication of future Belgian foreign purchase requirements was supplied by a Four Year Plan released by the Belgian Government in early 1963. Based on consultation with leaders in each industrial sector, the plan foresees an average import growth of over 12.5% per year for industrial raw materials, semi-manufactures and finished goods.

Falling sales of vegetable products reflect increased EEC restrictions on agricultural imports; the sharp rise in purchases of mineral products was due mainly to heavy coal purchases resulting from relaxation of quota restrictions.

More aggressive efforts can increase U.S. exports in practically all the categories in the accompanying table, with the possible exception of vegetable products. Our past and continuing sales to the Belgian market reflect a need for and an acceptability of U.S. products in Belgium. This is true despite more advantageous costs of shipment, and lower tariffs and business travel expenses enjoyed by many of our European competitors.

Many U.S. products find their way into the Belgian market due to our reputation as the world's most technologically advanced nation. Many also have a special "prestige" value in the Belgian market.

Despite these favorable sales factors, however, the Belgian businessman in many cases is turning to other suppliers because U.S. firms sometimes fail

★ to answer his business letters,
★ to inform him of new products,
★ to support his sales efforts by sharing in costs of advertising and exhibiting,
★ to supply instructions and promotional material in the local languages (French and Flemish),
★ or to provide adequate service.

A Ministerial decree regulating markups of electrical household appliances and radio and television sets, while not originally designed as an anti-inflationary step, may actually have such effect. Its provisions strictly control the spread between the retail price of each of these products and the Belgian manufacturer's cost or importer's cost.

On the other hand, a measure which will tend to raise certain prices will probably become effective during 1964. It is a new Belgian indirect tax system designed to bring the present one into line with EEC goals of harmonizing diverse indirect tax systems. Originally announced to become effective on January 1, but now indefinitely postponed, the system would initially subject metallurgical products (iron, and steel, non-ferrous metals and metal manufactures) and plastic products to a one-time lump-sum tax of 13% and would gradually be extended to all other sectors.

The present 6% turnover tax is imposed each time an item changes hands. The envisaged tax would be imposed on sales at the wholesale level but some categories of investment goods, such as machine tools, may be excluded.

The new system will be neither restrictive nor a non-tariff barrier to trade. Domestically produced goods as well as imported products would be subject to the 13% tax.

Leading BLEU Imports from the U.S.

(Millions of Francs)

Description	10 Months 1962	10 Months 1963	% Change
Vegetable products	3,821	2,907	−24
Mineral products	1,132	1,798	+59
Chemicals (including coal)	465	1,067	+119
Pharmaceutical products, including fertilizers	1,232	1,491	+21
Machinery and electrical equipment	4,361	3,888	−11
Food products	941	1,029	+ 9
Transportation equipment	2,026	1,652	−18
Textiles	1,266	1,082	−15
Metals and metal products	672	898	+34

the author

Mr. Smith has been stationed in Kingston, Moscow, Calcutta, New Delhi, Bern, Paris, Curacao, Barcelona and Valencia in addition to his present post in Brussels, where he reported in September 1963. He has also served in the State Department itself and been detached to the Department of Commerce in Washington, D.C. The Missouri native attended George Washington University.

Italy to provide billion dollar market for U.S. goods in '64; growth slows but stays strong

Coal, aircraft and machinery are top Italian imports from U.S.; payments deficit not expected to bring import restrictions

By SYDNEY L.W. MELLEN

Counselor for Economic Affairs, U.S. Embassy, Rome

the author

Mr. Mellen was associated with investment banking firms specializing in electric power and public utilities before joining the State Department in 1943. He served in Vienna, Rome, Pusan, Seoul, Pretoria and as Chief of the State Department's International Commodities Division before being reassigned to Rome in June, 1963. Mr. Mellen is a native of Pennsylvania and an Oxford graduate.

Despite difficult problems, Italy's economy is still expanding at a high rate. According to current estimates, the GNP increased 5.7% in real terms in 1963—down from the exceptionally high level of 7.8% in 1959–61 but still slightly above the 1951–58 average and one of the highest rates among industrialized countries.

SIDNEY L. W. MELLEN

Italy's overall rate of growth probably will remain between 5 and 6%. Not many countries will do better.

Industrial production increases about 8½% in 1963, and the rate of increase in 1964 should be nearly as high. The demand for consumer goods of all kinds is high, owing to sharp increases in wages and incomes in the past several years.

In short, Italy in 1964 promises important opportunities for U.S. exports in a good many lines, though the competition will be strong.

Trade with U.S.

Total imports from the U.S. now amount to nearly $1 billion a year, roughly four-fifths industrial and one-fifth agricultural.

Italy's largest single import from the U.S. is coal, at something like $80 million. The outlook for sustained and perhaps increased U.S. sales of coal in 1964 is good, provided U.S. terms are fully competitive. Italy's large petroleum imports will generally be from sources outside the U.S., though American-owned companies can continue to participate on competitive terms.

Aircraft and parts should be the second largest single import from the U.S. ranging from $40 to $60 million or more. 1964 should be a relatively good year, since there should be a demand for two or more large all-cargo jets from the U.S. in addition to usual sales of utility and other planes.

Assorted imports of various different types of machinery, apparatus, and precision equipment should mount up to $150 to $200 million in U.S. exports. In the past year or two some of the largest and fastest-growing items have included heavy non-electrical machines, machine tools, packaging and food-processing machines, farm implements and tools, and a variety of electrical apparatus and parts including dishwashing machines. In many such lines as these, 1964 should offer very good opportunities for U.S. exports.

Perhaps the most important thing to remember is that Italy now has practically full employment, an urban standard of living generally about as high as other Common Market countries, and a progressive disappearance of domestic help. Consequently, automation equipment, labor-saving machines, most consumer durable goods, and such things as laundromat equipment will all be increasingly in demand.

Sales of automobiles will probably continue at a high level, but because of local conditions U.S. producers will have to participate mainly through European affiliates making smaller cars. Since the distribution system, the public administration, and certain public or semipublic enterprises such as telecommunications need modernization, there will be rising demand for many types of equipment such as refrigeration and packaging equipment, automatic vending machines, business machines of many kinds, communications equipment, and computers. There may be a good market for construction equipment and supplies.

U.S. advantage

In a number of important lines, including industrial machinery, U.S. suppliers should continue to have an advantage in quality and promptness of delivery. Tightness in the local money market will probably make Italian importers give increasing attention to the credit terms offered by different suppliers.

Techniques and methods followed successfully in Italy by exporters of other countries, particularly Western Germany and France, are essentially the same as those which U.S. companies ordinarily use themselves in the U.S., and which their foreign subsidiaries with plants in Europe use there. They consist of:

(1) prompt deliveries from stocks kept on hand in the principal consumption centers;

(2) organizing an effective sales force locally;

(3) extending credit terms customary locally;

(4) using local units of measure;

(5) developing sales literature in Italian;

(6) establishing service organizations adequately stocked with replacement parts in strategic points; and

(7) designing and adapting products to the taste and special needs of the local market.

Italy's total imports should continue rising in 1964, though perhaps not at as high a rate as last year. Its large balance of payments deficit is not expected to cause the Government to adopt a policy of restricting imports, though it will probably make Italy's support of substantial tariff reductions in the Kennedy Round somewhat less strong than it would normally be. Italy's dependence on many vital imports, including coal, oil, and iron, means that a liberal foreign trade policy is in the country's long-term interest.

The unemployment which used to be Italy's greatest problem has practically disappeared, and there are increasing signs of manpower shortages.

Despite all of Italy's short-term and long-term problems, the vitality of the Italian economy and the European economy of which it is a part, is so great that extraordinary progress is still being made. In Italy the per capita GNP has more than doubled in the past decade.

Export expansion dates

Feb. 17 - March 29—TOKYO Trade Center—agriculture (USDA)

Feb. 24 - March 27—LONDON Trade Center—agriculture (USDA)

Feb. 28 - March 20—TRIPOLI—international trade fair (inter-agency)

March 9-17—UTRECHT—Royal Netherlands Industry Fair (commercial)

March 18 - May 4—MILAN Trade Center—agriculture (USDA)

April 5-22—BAMAKO—U.S. national exhibition

April 8 - May 1—BANGKOK Trade Center—women's fashions *

April 9 - 29—OSAKA—international trade fair (commercial)

April 14-May 1—TOKYO Trade Center—food processing equipment *

April 21-30—FRANKFURT Trade Center—photographic equipment

April 21 - May 1—LONDON Trade Center—electronics for medical diagnosis and monitoring

April 30 - May 17—CASABLANCA—international trade fair (inter-agency)

May 2 - 30—FINLAND—Trade development mission

May 9 - June 5—UNITED KINGDOM—Electronics trade mission

May 12 - 22—MILAN Trade Center—photographic equipment

May 16 - June 1—PARIS—International trade fair (commercial)

May 26 - 29—FRANKFURT—Interstoff—clothing textiles

May 26 - June 5—FRANKFURT Trade Center—clinical and diagnostic electronics

May 26 - June 12—TOKYO Trade Center—commercial laundry and dry cleaning equipment *

June—MILAN Trade Center—advanced electronic components (local) (tentative)

June 1 - 15—BARCELONA—international samples fair (commercial)

June 3 - July 3—BANGKOK Trade Center—audio-visual equipment (local) (tentative)

June 5 - 14—ZURICH—6th Swiss import fair (commercial)

June 8-23—POZNAN—international trade fair (inter-agency)

June 10 - 17—LONDON Trade Center—apparel fabrics (tentative)

June 16 - July 7—TEL AVIV—international trade fair (commercial)

June 22 - 27—FRANKFURT Trade Center—general purpose electronic computers (local)

June 30 - July 21—ALGIERS—U.S. national exhibition

July 7 - 24—TOKYO Trade Center—industrial process control and recording equipment

July 9 - 17—LONDON Trade Center—industrial and mine safety equipment

July 18 - Aug. 22—CENTRAL AMERICA—Trade and industrial development mission

July 29 - Aug. 28—BANGKOK Trade Center—metal working equipment

Aug. 1 - Sept. 20—TOKYO Trade Center—agriculture (USDA)

Aug. 12 - 20—FRANKFURT Trade Center—industrial safety equipment

Aug. 20 - Sept. 20—IZMIR—international trade fair (inter-agency)

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (inter-agency)

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning (tentative)

Sept. 5 - 20—ZAGREB—international trade fair (inter-agency)

Sept. 7 - 15—MILAN Trade Center—industrial fasteners (tentative)

Sept. 8 - 22—BRNO—international trade fair (inter-agency)

Sept. 10 - 23—BARI—Levant international trade fair (commercial)

Sept. 13 - 20—VIENNA—international fall trade fair (commercial)

Sept. 13 - 27—PLOVDIV—international fair (inter-agency)

Sept. 16 - 24—FRANKFURT Trade Center—training aids, educational and industrial (tentative)

Sept. 17 - 27—HELSINKI—international trade fair (commercial)

Sept. 19 - Oct. 4—BERLIN—German industries fair (commercial)

Sept. 29 - Oct. 9—LONDON Trade Center—food processing equipment (tentative)

Sept. 30 - Oct. 30—BANGKOK Trade Center—building materials (tentative)

October—GREECE—Trade development mission (tentative)

October—YUGOSLAVIA—Trade development mission (tentative)

Oct. 2 - 9—STOCKHOLM—technical fair (commercial)

Oct. 4 - 11—Milan Trade Center—machine tools (tentative)

Oct. 6 - 23—TOKYO Trade Center—sporting goods (tentative)

Oct. 14 - 22—FRANKFURT Trade Center—industrial fasteners (tentative)

Oct. 25 - 29—DUSSELDORF—Igedo—fashions (commercial)

Oct. 26 - Nov. 20—LONDON Trade Center—agriculture (USDA)

Oct. 31 - Nov. 8—MILAN Trade Center—boating accessories (tentative)

November—DAR-ES-SALAAM—U.S. national exhibition (tentative) (inter-agency)

November—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair) (inter-agency)

November 7 - 15—GUATEMALA—international industrial exposition (inter-agency)

Nov. 9 - 14—FRANKFURT Trade Center—special purpose digital and analog computers (tentative)

Nov. 10 - 27—TOKYO Trade Center—food packaging and wrapping equipment (tentative)

Nov. 18 - Dec. 18—BANGKOK Trade Center—commercial refrigeration and air conditioning (tentative)

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment (tentative)

Dec. 1 - 31—COLOMBO—industrial exhibition (inter-agency)

Dec. 2 - 10—FRANKFURT Trade Center—home maintenance and repair (tentative)

Dec. 8 - 18—LONDON Trade Center—electronic measuring or control devices (tentative)

January 1965—PHILIPPINES—Industrial machinery trade mission (tentative)

January - February, 1965—TOKYO Trade Center—air pollution control exhibit (tentative)

Jan. 13 - 21, 1965—FRANKFURT Trade Center—institutional catering equipment (tentative)

February 1965—FRANKFURT Trade Center—automation control (tentative)

* Fully booked

CHINA FOR JAPAN FROM U.S.: Tokyo-bound, these cartons of quality china manufactured at Pomona, N.J., plant of Lenox, Inc., represent a break-through for this U.S. product in Japan. Looking shipment over are Nobu Sato, vice president, Mitsubishi International Corp.; William B. Duryee, international trade specialist, New Jersey Department of Conservation and Economic Development; Norman McCullough, plant manager for Lenox; and David Jamieson, Philadelphia field office, Department of Commerce.

U.S.-made china making début in Japanese stores

New Jersey firm plans to sell in Western area next

This spring, the windows of Japanese retail stores will display an American import which may raise some eyebrows: fine china.

"We believe this export project marks the first active effort of an American fine china producer to distribute in Japan," says O. A. Petty, marketing vice president for Lenox, Inc., of Trenton, N.J.

The active effort was undertaken by Lenox executives after a visit from Philadelphia field office officials of the U.S. Department of Commerce and a representative of the New Jersey State Department of Conservation and Economic Development.

Exclusive sales and distribution in Japan of Lenox dinner and gift ware will be handled by the Meiwa Trading Co., a wholly owned subsidiary of Mitsubishi Shoji Kaisha Ltd., a principal Japanese industrial complex. First shipments, according to Mr. Petty, included dinnerware patterns and 50 different gift pieces—vases, ash trays, and others—destined for marketing in Tokyo quality stores. The dinnerware will be sold as complete services and tea sets, rather than in place settings as in the United States, and at prices appreciably higher than quality Japanese ware but only slightly higher than in the United States.

Lenox is working with Japanese stores on promotional plans and has completed arrangements for several outlets to use a giftware display fixture that has brought good results in America.

As a "new" exporter, Lenox is only starting with Japan. Other markets being considered are Great Britain, the Common Market, and Australia. The company operates a plastics plant in Mexico City and has distribution and warehouse facilities in Puerto Rico.

EXPORT MAINE APPLES

Exporters shipped 50,000 cartons of Maine apples to European destinations during the months of December and January, the Maine Department of Agriculture reports.

Hawaiian airline and 3 manufacturers win 'E' awards

Tuning up to increase profits through expanded export outlets, C. G. Conn, Ltd., of Elkhart, Ind., finds it can swell its musical instrument sales abroad even in markets already humming.

For its recent crescendo, Conn received the Presidential "E-for-export" award on February 24 at the monthly meeting of the Michiana World Trade Club.

Also scoring as "E" winners during the week were the Oronite Division, California Chemical Company, Belle Chasse, La., on February 25; Warner Bros. Company of Bridgeport, Conn., on February 27; and Hawaiian Airlines of Honolulu on February 28.

► C. G. Conn, Ltd., of the Hoosier State, manufactures band and orchestral wind instruments and electronic organs. Although in the export field for some time, the company began looking for new outlets several years ago.

With an educational sales program built around a personal approach to dealers and customers, the firm established a successful pattern for entering and expanding in overseas markets, even in Europe where competition is keen. Working directly with children, Conn representatives organized demonstration band formation workshops.

250% increase

The company's export sales have increased 250% since 1958—and at less expense, the firm says, than domestic business. Shipments now go to more than a dozen countries overseas, in addition to Canada.

► A manufacturer of industrial chemicals and a pioneer in the marketing of petrochemical products abroad, the Oronite Division of the California Chemical Company, Belle Chasse, La., has distributors in 42 countries. These distributors are trained through assistance from technical representatives based abroad, use of marketing training manuals, and distributor seminars in the company's U.S. plants and research laboratories.

Oronite's marketing policy includes provisions for bulk shippings and overseas storage facilities, as well as complete technical service, for customers abroad. Exports, that amounted to 13.1% of the company's total business in 1958, reached 33.09% in 1962.

► Hawaiian Airlines (HAL), of Honolulu, furnishes air transportation among the Islands of Hawaii. A member of the Pacific Air Travel Association, the airline has worked with PATA to promote Hawaii as the hub of international Pacific travel and as the gateway for international visitors to the United States.

HAL, the only U.S. flag carrier other than the larger trans-Pacific or trans-Continental trunk lines to maintain an office in Japan, has introduced in the Japanese market a $45,000 color, sound motion picture in Japanese.

The airline's participation in the promotion of foreign market travel has stimulated an estimated $200,000 in foreign revenue annually.

► The sixth Connecticut firm to receive the "E," Warner Brothers Co., of Bridgeport makes high-quality corsetry and lingerie and quality shirts and blouses.

Emphasize quality

By carefully choosing overseas agents and distributors, and by aggressively pursuing world markets appreciative of quality and style, the company's exports are increasing substantially.

Warner opened 6 major new markets in 1962, and widened distribution in markets previously served. Its exports expanded that year by 19.8% over those of 1961, despite shrinking U.S. exports of corsetry (industry dollar volume was off 8%, unit volume 18%).

International development meeting set for Mar. 16-18

The developing areas of the world will be in the spotlight at the Sixth World Conference (March 16-18) of the Society for International Development (SID), to be held at the Willard Hotel in Washington, D.C. Notables from 17 countries will participate.

Keynoting the conference will be Paul G. Hoffman, SID president and managing director of the United Nations Special Fund. Luncheon talks will be delivered by Governor Luis Munoz Marin of Puerto Rico (March 16), Acting Peace Corps Director Warren W. Wiggins (March 17) and Barbara Ward, British writer on political economy (March 18).

Eighteen workshops will be held on the first two afternoons of the conference —nine simultaneously in each afternoon. General chairman of the conference will be Theodore Geiger, director of international studies, National Planning Association.

Members of SID live in 93 countries.

Travel Service excites interest in touring U.S.

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

FRANKFURT, GERMANY—Working the other side of the street to bring the gold back home is the Department of Commerce U.S. Travel Service, locally known in the weinhausen as Fremdenverkehrsant, U.S.A., a group long on Indian and cowboy photographs intended to entice foreign visitors to our shores.

Something like a billion dollars annually is spent by visitors to the United States, but Americans drop twice this much abroad.

One of four U.S. European travel offices is maintained in this German city. Manager Kark Kuhn was away recently, but Miss Regine Eifler, a red-headed lovely who is no encouragement to leave Germany ever, was on hand to answer questions, sitting on a contour chair in back of a cream-topped desk in modern, well-lighted, pleasant decor.

Regine was a resident of Berlin until she travelled to Kansas City to visit friends, studied awhile at the university and, finally, returned to help sell her countrymen on seeing the U.S.A.

"The world's fair in New York is the biggest thing now going for us," she said, "but there was disappointment that special overseas airplane travel rates were not developed. We have no trouble enabling Germans to travel within the U.S. It is the expense of getting there that is not half the fun.

"Thirteen U.S. airlines have grouped together to reduce fares for foreigners upon arrival in New York by a third of what Americans pay for similar domestic journeys. Total round-trip fare for fifteen days, to go anywhere within the U.S. including Alaska, with as many stopovers as desired, is $100 for visitors. If one takes 45 days it is $200.

"But even with transatlantic prices almost $100 less beginning in April, it still will cost about $500 round oceanic trip. Students, though, take freighters for $150 each way."

Miss Eifler states this limits American travel to upper classes. "It means a person must earn $6,000 annually, which is very high in Germany, but even then, an entire monthly salary goes for over-water transportation to reach New York."

The U.S. Travel Service expects a European visitor will travel on about $16 a day, a stipend understood by government employees, vaudeville juggler and animal acts and race track investors moving to a new town after a bad season.

The Travel Service has been as successful as a professional baseball player with a razor-blade contract.

Trips by Germans were 23% more in 1962 than 1961 and have increased another 12% in the first nine months of last year. Travel from all areas covered by the Travel Service increased 23% in 1962 and another 18% in the first three quarters of 1963. This compares with a standoff from other parts of the world where the Service does not operate.

A few tour ideas are prepared, especially including suggestions to visit the "honeymoon capital of the world" at Niagara Falls, the vineyards of California, urging Germans to enjoy a "Kansas City steak" in Missouri and to see the government buildings and handsome trees in Washington, D.C.

Director Voit Gilmore, bit by bit, presses the margin in international tourism. He is earning bushels of dollars, but, by acquainting hundreds of thousands of foreign consumers with U.S. merchandise while here, he is making easier the establishment of markets in all the world's lands.

Rhodesian businessmen optimistic despite Federation's dissolution

Record favorable trade balance in 1963 brightens outlook; new development projects underway; agriculture stressed

Business prospects are bright is the 3 states which formerly constituted the Federation of Rhodesia and Nyasaland, following the smooth breakup of the Federation on December 31, 1963.

At present Southern Rhodesia, Northern Rhodesia, and Nyasaland are self-governing territories in the British Commonwealth. Nyasaland will become independent in July and Northern Rhodesia will become independent in October.

The dissolution of the Federation was accomplished in an atmosphere of order and amity, with encouraging institutional arrangements for future economic relations. Led by satisfactory shop sales and improving markets for copper and chrome, the current business outlook is optimistic in spite of the "wait-and-see" attitudes of some would-be investors and a certain amount of economic dislocation caused by dismantling the Federal apparatus.

In general, the 3 territories of the Federation will continue to maintain the same duty levels for products of other countries as under the Federation. Among the few changes so far announced are South Rhodesia's introduction of a protective duty on phosphate fertilizers, reduction of the excise duty on matches, and elimination of the customs duty on bulk salt.

Industrial index rises

The Federation's index of industrial production for 1963 will probably show an overall 4% rise above 1962 monthly averages. Manufacturing itself will probably show a 5% rise. Favorable trends continue in most sectors and final statistics will likely show the following increases for 1963: general foodstuffs, 5%; textiles and clothing, 6%; chemical products, 16%; and electrical equipment, 35%.

Against these increases, however, 2 of the most significant sectors, iron and steel, and drink and tobacco, show little change.

As part of the trade arrangement between the Rhodesias, the Southern Rhodesian Government has recently agreed to install a fertilizer plant at Livingstone to meet both Rhodesias' requirements for nitrogenous fertilizers. An official Federal Government publication has stated that no single factor or combination of factors can bring about as great a change in agriculture and the national economy as cheap nitrogenous fertilizers.

Progress continues in the establishment of an oil processing industry. Construction is proceeding on a new refinery in Umtali, while a pipeline is being laid from Beira in adjoining Mozambique. Completion of the entire project is scheduled for the end of 1964.

Other recent developments included the arrival of $140,000 worth of machines for the Bata Footwear factory in Lusaka, plans for new government buildings in Northern Rhodesia and Nyasaland, the award of a contract for a $280,000 sewage project at Fort Victoria, and the beginning of a $2.24 million dam near Ndola.

Banner year predicted

Indications suggest a banner 1963-64 for all major crops. Record tobacco, sugar, and cotton crops will very likely materialize. Corn production is expected to be greater this season in all 3 territories. Livestock are mostly in fair condition but grazing lands could use more rain.

The Southern Rhodesian Government recently announced plans to invest $33.6 million for new industrial and agricultural developmets in Southern Rhodesia's lowveld, and it recently opened a new Soil Productivity Research Laboratory.

Mining, the most important economic indicator in Northern Rhodesia, shows expanding sales and good prospects. Both principal copper producing companies are now selling all their output, whereas previously they were forced to stockpile a certain amount of excess output. According to the producers, the outlook for markets over the next half year is good both in the U.S. and Europe.

Although the December, 1963 returns are only preliminary, it appears that 1963 exports of $616 million and imports of $378 million will give the Federation a favorable trade balance of $238 million. Imports of Southern Rhodesia, Northern Rhodesia, and Nyasaland respectively can be estimated at $224 million, $126 million and $28 million; exports are estimated at $241 million, $347 million and $28 million.

Latest indications are that imports into the Federation from the U.S. for 1963 will total about $23.8 million and exports to the U.S. about $20.7 million.

El Salvador creates private enterprise development bank

Hoped-for AID loan would back $3.75 million in U.S. sales

The Central Reserve Bank of El Salvador recently authorized the establishment of a wholly-owned private enterprise development bank, Financiera de Desarrollo e Inversion, S.A., to make long-term (2-12 years) industrial and agricultural loans.

This bank is a significant step forward in El Salvador's economic development because it will make free enterprise long-term credit available for the first time.

The drive to organize the bank was spearheaded by a group of relatively young, energetic Salvadorans who hope to raise the necessary operating capital from the sale of shares and an Agency for International Development (AID) loan.

The sale of shares is expected to raise an initial capital of approximately $1 million from 40 or 50 interested persons. Shares will be offered to the public at a later date to expand the ownership base.

The hoped-for $5.2 million AID loan, at 2% interest for 20 years, would be used as follows: **a)** $3.75 million for relending to finance the purchase and transportation of U.S. goods; **b)** $1.25 million for procurement of goods originating in the Central American Common Market, and **c)** $200,000 for refinancing Financiera de la Pequena Empresa, S.A., a Salvadoran corporation which finances and provides technical assistance to small entrepreneurs.

Pakistan liberalizes policies on commercial, industrial licensing

Increased imports of industrial, essential consumer goods to provide greater utilization of industrial capacity

A considerable liberalization of both commercial and industrial licensing characterizes Pakistan's import policy for the shipping period January-June 1964.

The new policy provides for increased imports of a number of industrial and essential consumer goods and makes 62 additional industries eligible for import licensing (INTERNATIONAL COMMERCE, Sept. 2, 1963, p. 20).

Its aim is to achieve greater utilization of industrial capacity and to make maximum use of foreign commodity loans.

The most significant change introduced by the current policy from the standpoint of U.S. exporters is a provision permitting import of pig iron, tinplate, billets, and strips against loans from the Agency for International Development (AID) without an import license.

Letters of credit for these items must be for a minimum of Rs. 50,000 ($10,500) and must be opened in accordance with AID regulations. Stainless steel and G.I. wire, formerly licensed against AID loans with procurement tied to the U.S., have been transferred to cash licensing on a worldwide procurement basis. Other iron and steel items will continue as before under open general license (INTERNATIONAL COMMERCE, March 2, p. 22).

Commercial licensing list

Among the items listed for commercial licensing to established importers and actual users for which increased amounts of foreign exchange will be made available during this shipping period are drugs and medicines, books and magazines, scientific instruments and appliances, secondhand clothing, marine engines, machinery and spares, dyes and chemicals, raw film, condensed milk (for East Pakistan), nylon twine, typewriters, and office machines. Higher allocations are also planned for the radio and dry cell manufacturing industries.

The policy for books and magazines is liberalized to permit initial licensing at 300 percent of category with repeat licensing at 100 percent. In addition, universities and recognized educational and research institutions will be licensed on request for their requirements of scientific and technical journals and magazines.

Building materials excluded

Building and engineering materials are no longer eligible for commercial licensing. The construction industry has now been qualified to receive licenses for its requirements directly. Among the various items added to the commercial licensing list in the current policy, only clear varnish lacquer is of significance for U.S. exporters. The other additions are items mainly indigenous to that geographic area.

The number of industries listed for import licensing is increased from 195 to 257. Of this total, 83 industries are now on automatic licensing, compared with 51 in the previous shipping period, with initial and repeat licenses for raw materials and spare parts at 100 percent of assessed single shift capacity.

Ten export industries (so classed on the basis of their 1963 exports) will be licensed on request for the amount of their actual requirements. An additional 42 export industries, 9 more than in the previous period, will be entitled to receive initial licenses at 80 percent of assessed single shift capacity and additional licenses for 100 percent of the fob value of their exports for their requirements of raw materials and spares.

License determination

The remaining 122 industries will be licensed on a basis to be determined by the responsible licensing authority. Special provision has been made in the foreign exchange budget for raw materials and spares for new industrial units and for small industries.

In a move designed to improve the competitive position of domestically produced spare parts and replacement machinery, the cotton textile industry has been removed from the industrial licensing list and must now meet any import requirements exclusively on export bonus vouchers. The bonus rate of entitlement based on export performance is 15 percent for cotton yarn and 40 percent for fully processed textiles.

Further information on the current licensing policy for specific commodities or industries may be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Algeria, France sign trade accords

Basic trade issues resolved; variety of preferences granted

Commercial accords on a number of basic trade issues have been signed by France and Algeria. Each country will continue to grant a variety of preferences to imports from the other.

Algeria has agreed that French imports will enter at the lowest rate of duties as listed in the new Algerian tariff schedule. For the next three years, Algeria will purchase about 90 percent of its sugar requirements (approx. 180,000 mt.) from France at the French domestic price, reportedly the lowest in the world at the present time.

Algeria will also give preferences to imports from France of rapeseed (vegetable oil and seeds), butter, and milk.

Imports from France

In general, the new accords provide that 65 percent of the imports which are subject to quota restrictions will come from France.

France will continue to allow duty and quota-free imports of citrus fruits from Algeria which hopes to sell up to 230,000 mt. of citrus fruits on the French market, despite France's announcement that imports of oranges from other OECD countries—including the U.S.—will be liberalized throughout 1964. France will also import from Algeria, tariff-free, 40,000 mt. of wheat during the coming year.

Long-term agreements covering wine and petroleum, Algeria's most important exports to France, are still being negotiated.

Latin American Free Trade Association to approve electron tube agreement

Accord will be second effected under 1961 Montevideo Treaty; provides for free trade in tubes for radio, television equipment

An agreement to stimulate the trade and manufacture of electron tubes among the countries of the Latin American Free Trade Association (LAFTA) is reportedly on the point of approval by the LAFTA Permanent Executive Committee.

The accord will be the second industrial complementation agreement to go into effect under the provisions of LAFTA's Montevideo Treaty of 1961. The other agreement, or the "IBM agreement," currently in effect covers accounting and data processing machines.

The new agreement provides for free trade in electron receiving tubes used in radio, television and sound equipment (LAFTA tariff nomenclature (NABALALC) No. 85.21.1.02), rectifying tubes commonly used in radio, television and sound equipment (NABALALC No. 85.21.1.04), and parts and components specified in an annex to the agreement for the manufacture of these tubes.

The agreement further provides sets of negative lists for each of the participating countries in the agreement (Argentina, Brazil, Chile, Mexico and Uruguay) except Brazil which exempt certain tubes from the free trade arrangement. Brazil, the most competitive producer of tubes, asked for no exceptions. The lists of exceptions will be reviewed at the annual LAFTA conferences, and beginning with the second year after the entry in force of the agreement, an annual reduction of not less than 20 percent of the total of types and tubes on the original exception lists will be liberalized, so that at the end of 6 years the exceptions will be completely eliminated.

Agreement provisions

The liberalization scheme is irrevocable both for items to which the agreement will apply in the beginning and for those liberalized as a result of being removed from the lists of exceptions. However, there are escape clauses, the most important of which permits the participating governments to suspend, as an exceptional measure, any participating country's obligations under this agreement if it is found by a Special Commission (to be established under the agreement) that the application of the agreement is causing serious damage to domestic production in this sector.

The governments participating in the electron tube agreement will attempt to unify their customs treatment of imports of electron tubes, rectifiers and their parts and components from all third countries before the end of the second year of operation of agreement. The accord is open to other members of LAFTA, which include Colombia, Ecuador, Paraguay and Peru.

The agreement states that a Commission will be formed to administer its provisions, and will consist of the representatives of the participating countries at LAFTA headquarters in Montevideo.

There are currently seven manufacturers of electron tubes in the LAFTA countries: R.C.A. in Chile, Brazil, Argentina and Mexico; Philips of the Netherlands in Brazil and Argentina; and General Electric in Uruguay.

Market for tubes

A study made in connection with the agreement reported that in 1962 not over 20 million tubes were manufactured in Latin America, while total consumption of electron tubes in the LAFTA countries was 29.2 million in 1962. Estimates made for 1963 and 1964 indicated that 30.7 million and 32.3 million, respectively, would be consumed.

There appears to be a fairly sizeable margin for import substitution. Some imports from the U.S. will be replaced by increased manufacture of tubes under this agreement. There should, however, be increased opportunities for the sale of tube making machinery.

The agreement does not appear to be a market-sharing arrangement. It is principally an agreement to liberalize these items considerably faster than they might be liberalized if negotiated by other procedures under the Montevideo Treaty (INTERNATIONAL COMMERCE Oct. 21).

Apple import season

The opening date of the apple import season in Norway has been changed from March 16 to March 19. The closing date remains unchanged.

Import quotas extended for alfalfa, clover seed

Germany has extended import quotas for dehydrated alfalfa and ladino clover seed.

Applications for import licenses for dehydrated alfalfa, coming from countries other than the former OEEC and East bloc, may be submitted until the undisclosed value limit is reached, but not later than April 24. An individual license must not exceed DM 50,000 ($12,500). The dehydrated alfalfa must contain a minimum of 16 percent raw protein and 120 milligrams of carotin per kilogram. (INTERNATIONAL COMMERCE, Nov. 18.)

Applications for import licenses for ladino clover seed, coming from the U.S., may be made through March 31 and customs clearance must be completed by May 31. The ladino clover seed must be OECD-certified seed (first generation, blue-tag), or blue-tag certified under national system.

India increases rebate on coal machinery

The development rebate on coal mining machinery was raised to 35 percent by an amendment to the Indian Income Tax Act passed by the Parliament.

The previous rate was 20 percent. The 35 percent rebate applies to machinery or plant installed after March 31, 1963, and before April 1, 1966. For plant or machinery installed before April 1, 1961, the rebate is 25 percent. In any other case the rebate is 20 percent.

A development rebate is a tax deduction for the cost of the new plant and machinery in the year of installation. It may be carried over for a period of 8 years.

France opens food quotas

France has opened new quotas of unspecified quantity for imports of products from most countries including the U.S.

The products are: fish filets, dates, edible dried figs in bulk or in packages of 10 kilos or more, processed figs for retail sale, jams including strawberry, raspberry, black and red currant, blueberry, cherry, or jams made from mixtures of these fruits.

Applications for French import licenses will be accepted until further notice.

Steel tariffs raised by French Government

France has raised its iron and steel duties following the decision of the High Authority of the Coal and Steel Community to increase iron and steel tariffs on specified products, towards non-member nations, to the Italian level.

The trade numbers (t.n.) affected and the new ad valorem duty rates, with previous rates in parenthesis are:

t.n. 73.01: pig iron, cast iron and spiegeleisen—5% and spiegeleisen 6% (4%); t.n. 73.02-A-I: ferro-manganese containing more than 2% carbon—6% (3%); t.n. 73.06: puddled bars and pilings, ingots, block, lumps, etc.—7% (4%); t.n. ex 73.07: rolled blooms, billets, slabs and sheet bars—8% (5%); t.n. 73.08: iron and steel coils for re-rolling—7% and 9% (6%);

t.n. 73.09: universal plates—9% (6%); t.n. ex 73.10: certain bars and rods—9% and 10% (6% and 7%); t.n. ex 73.11: some angles, shapes, sections—9% (6%); t.n. ex 73.12: certain hoop and strip—10% and 12% (7% and 9%); t.n. ex 73.13: some sheets and plates—9% and 10% (6% and 9%); t.n. ex 73.15: various alloy and high carbon steel products—5% to 10% (3% to 7%); t.n. ex 73.16: most railway and streetcar construction material—10% and 11% (7% and 8%).

Ceylon frees drugs from import licensing

The Ceylon Controller of Imports and Exports has issued Import Control Notice No. 1/64 authorizing registered importers to import a wide range of veterinary drugs without an individual import license.

The freed items include a number of drugs of U.S. manufacture. Additional details may be obtained from the Near East-South Asia Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Greece removes preference

Greece has eliminated preferential credit terms for imports of lumber from Soviet Bloc countries. These little-publicized terms, which have been in effect for about a year, took the form of authorizing importers of Bloc lumber larger loans and longer repayment periods than those accorded other lumber importers. This gave Soviet Bloc lumber a price advantage over competing imports.

Inflationary trends alarm EEC officials who recommend more restrictive measures

Year-end economic summaries show concern for internal imbalances; budgetary, monetary programs of restraint recommended to curb inflation

Year-end economic summaries by the European Economic Community Vice President, the Economic and Financial Directorate-General, and the Business-Cycle Policy Committee, all highlighted inflationary trends in the EEC.

All three reports warned that inflationary problems are causing internal imbalances and leading to increasing disequilibrium in the Community's balance of payments. Budgetary and monetary programs of restraint are seen necessary to stem these developments.

The Economic and Financial Directorate-General's report provides the most detailed account and analysis of the Community's economic conditions. Its fourth quarterly *Economic Survey of the Community* warns that, without stricter stabilization policies, prospects for 1964 are for continued inflationary tendencies for the Community as a whole. A slowing-down of the 1963 pace is likely to occur in France and Italy, a resumption of the inflationary spiral is a possibility for the Federal Republic of Germany, and an accelerated upward movement of prices in the Benelux countries is forecast.

Such tendencies can only lead to a rupture in the Community's external equilibrium. According to the report, the EEC should have a current account surplus in its balance-of-payments in order to meet both its own and also the individual Member States commitments in the field of aid to developing countries.

However, from 1959 to 1963 the EEC's trade balance deteriorated by $4 billion; in the same period the surplus on current transactions just about disappeared; prospects for 1964 are for a deficit on current account. The Community still had a surplus in its overall balance-of-payments, nonetheless, but this was attributable to an inflow of capital which is not considered normal or permanent.

A vigorous stabilization policy is urged. The Quarterly Survey recommends that budgetary policy be used to assist in stabilizing internal prices. In Italy, France, and Belgium, the existing or predicted treasury deficit should be reduced or at least financed so that no expansion of internal liquidity results. In the other Member States, care should be exercised that any current deficits are not increased and in any case that they are financed by domestic savings. There should also be emphasis on limiting or carefully orienting expenditures and taxation policies so that demand in the construction sector is not increased.

Use of monetary policy in a more vigorous manner is urged. A slight and temporary decline in the rates of growth of GNP should be accepted in order to avoid those more rigorous measures that would seriously endanger long-term economic expansion, the survey concludes.

The Business-Cycle Policy Committee, composed of representatives of Member States and the EEC Commission, examined the preliminary 1964 budgets of the Member States.

For the Community as a whole there can be expected a further expansion of demand in 1964, increased Community's exports to third countries, further advance in consumption expenditures, and more dynamic growth in private investment than in 1963, the Committee concluded.

While echoing these general conclusions in his annual economic statement to the European Parliament, Robert Marjolin, Vice President of the EEC Commission, predicted a 4.5 percent annual increase in 1964 in the Community's overall GNP, ranging from 1.5 percent in Luxembourg to 5 percent in France. However, he put the greatest stress on the inflationary problems. (See INTERNATIONAL COMMERCE, Jan. 1964.)

In Milan, hen's teeth, rooms, equally scarce

With Milan hotel accommodations expected to be in critical supply in April, the American Consulate General has requested that it be given at least 3 weeks notice when reservations are sought for visitors to the city. Even with such notice, preferred accommodations may not be available.

This year's Milan International Samples Fair (April 12-27) is to be held at a time when an agricultural exhibition will also be in progress at the U.S. Trade Center, making normally scarce rooms even harder to get.

Syrian Government requires deposit for import licenses

Measures taken to improve low holdings of foreign exchange

The Syrian Government has taken measures to improve its holdings of foreign exchange.

To overcome delays in payments for imports, a prior deposit requirement for import licenses and a revised foreign exchange system have been instituted.

The prior deposit requirement makes it mandatory for an importer to deposit a certain percentage of the cost of goods in an authorized bank before an import license is issued. However, a limited number of special imports as well as goods and articles paid for from foreign loans or guarantee facilities have been exempted from this requirement.

The prior deposit required for licenses for imports of basic necessities, such as foodstuffs, pharmaceuticals, fertilizers, chemicals and spare parts is 15 percent of the c.i.f. value of the goods. The second category, which includes mostly raw materials requires a deposit of 40 percent. All other goods not grouped in any of the previous categories are subject to a prior deposit of 70 percent.

Two recent decrees alter Syria's foreign exchange system. The first of these permits free import of foreign exchange by residents and non-residents and the sale to authorized banks at the free market rates. The export of currency, however, is still subject to control. The second decree allows foreign exchange earned by exporting certain goods to neighboring countries to be considered as free currency.

Further information on specific commodities may be obtained from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Jordan increases tariff

Jordan's Council of Ministers has imposed an additional 0.5 percent duty on all imports and a 100 fil ($0.28) fee on embarking passengers at the Amman and Jerusalem airports. The proceeds of these new taxes are earmarked for the King Hussein Sports Stadium, which is to be built on the outskirts of Amman.

EFTA tariff reduction effected by Austria

The Austrian Ministry of Finance has issued an ordinance putting into effect a reduction in intra-EFTA duty rates on industrial goods to 40 percent of the original levels. (See INTERNATIONAL COMMERCE, Feb. 3.)

The Austrian ordinance declares that the 60 percent reduction will be based on the general duties (those duties applied to countries accorded Most Favored Nation treatment) listed in the 1962 Austrian Tariff Schedule. The conventional duty applies in those cases where a general duty does not exist or where it is higher than the conventional duty.

If a special base rate is given for EFTA countries, neither of the above-mentioned duties is applicable. On imports of goods from Portugal, the conventional duties are used as a base.

Import quota extended

The Federal Republic of Germany has established a quota of unannounced size for imports of Chewings fescue seed (festuca rubra fallax) from the U.S. and Canada.

Purity of the seed must be at least 98 percent, minimum germination 90 percent and at least 10 percent of the contents of each bag must have been dyed with a lasting red color before entry into Germany. The dyed seed must be equally mixed with the undyed seed. Imports must be via Hamburg.

Licenses will be issued only to those applicants who imported unliberalized grass seeds during the crop years 1961/62 and 1962/63. Applications for import licenses may be made through March 31; the last date for customs clearance is May 31. This quota represents an extension of the quota announced in INTERNATIONAL COMMERCE on February 4.

Stamp taxes raised

Stamp taxes have been raised sharply by the Colombian Government.

On the average, stamp taxes were doubled. Rates applicable generally to service type transactions, e.g. professional licenses, patent registrations, were more than doubled. Duties on stock transfers and registrations and most types of financial transactions generally remained unchanged.

Copies of Law 24 are available on loan from the American Republics Division, Bureau of International Commerce, Washington, D.C. 20230.

Yugoslavia sets economic targets to increase output

Capital, personal expenditures, industrial output increases asked

Yugoslavia has set economic targets for 1964 calling for an increase of 11 percent in industrial output, 10 percent in capital expenditures, and 8 percent in personal expenditures.

These goals are considered consistent with the rapid pace of development attained in 1963, which surpassed the goals for that year in Gross National Product (up 12 percent), industrial production (up 10.5 percent), real personal expenditures, and investment.

The planners have taken into account certain problems that have become increasingly apparent as Yugoslavia's economic development moves ahead. The availability of transportation, power, rolled steel products, non-ferrous metals, raw materials, chemicals, and semi-finished iron and steel goods has not kept pace with the requirements of increased production. This has resulted in a strain on the country's foreign exchange. Special funds have been allocated for the purchase of locomotives, railway cars, and loading equipment.

Exports were up 14 percent in 1963 and a further increase is expected this year. Metal manufactures, textiles, and leather products are expected to provide two-thirds of this increase. Yugoslavia also is modernizing hotel and transport facilities to accomodate an expected growth in tourism of 35 percent over the increase of 65 percent registered last year.

Imports of goods and services are expected to increase at the rate of 3.6 percent above 1963. In addition to items previously mentioned, the plan calls for larger imports of livestock feed and commercial fertilizers.

Chicken albumen wanted

A strong demand exists in Germany for chicken albumen, which is supplied largely by the U.S., according to reports in German trade papers. This product is not included in European Economic Community marketing regulations for poultry, and therefore is not subject to variable levies on poultry.

$225 million loan to help India buy U.S. commodities

AID authorization marks second largest to developing country

A $225 million loan to India to finance purchases of selected industrial commodities and equipment from the U.S. has been authorized by the Agency for International Development.

The loan, which will pay for U.S. goods essential to India's economic development, will be the second largest extended by AID to a developing country. The largest was a similar commodity loan of $240 million last year, also for India.

All of the loan funds must be spent in the U.S. For example, in 1963, purchases by India under the AID program were made from 161 firms in 159 communities in 35 states.

The new loan brings to approximately $1,300 million the total of U.S. loans authorized for India for the first three years of India's current (third) Five-Year Development Plan.

The U.S. commitment for the three years is less than half of the total of $3,417 million pledged for this period by the members of the aid consortium, which was organized in 1958 under the auspices of the World Bank. In addition to the Bank and the IDA, the other members are Austria, Belgium, Canada, France, Germany, Italy, Japan, the Netherlands and the United Kingdom.

Licenses for the imports to be financed by the loan have already been issued by the Indian Government. The bulk of the import allotments went to Indian private companies. Most of the procurement as well as the disbursement of loan funds to permit payments to U.S. suppliers, is expected to occur during the Indian fiscal year which ends on March 31, 1965. Of last year's $240 million loan, $112 million already has been disbursed for purchases in the United States.

Major categories of commodity imports to be financed by the loan include non-ferrous metals, iron and steel, rubber, machinery and parts, vehicle components, lubricants, fertilizer, woodpulp, chemicals and tire cord.

Guarantee authorized for El Salvador housing loan

The Agency for International Development plans to guarantee a private Investment loan for constructing 501 homes in El Salvador under the Alliance for Progress.

AID's authorization covers a proposed Chase Manhattan Bank loan for up to $4,525,000 to Financiera Roble, S. A., a land-development and home-building firm owned and managed by Salvadorean nationals. The Roble firm plans to build two and three-bedroom single-family detached houses of brick and reinforced concrete. More than half of the homes will be sold for less than $9,400.

The project is a small part of El Salvador's housing program, which has completed 1,800 units. Six hundred of these cost $2,000 each, representing emphasis on low-cost housing. Most are financed by the Social Progress Trust Fund, administered by the Inter-American Development Bank.

AID loan assists Tunisian pulp mill

Prior loan to Tunisia to assist in providing two years of training and technical management for a new pulp mill has been increased by the Agency for International Development.

The original $6.25 million loan was made in 1958 by the Development Loan Fund to assist in financing equipment, services, installation and start-up of a bleached esparto pulp mill at Kasserine in Central Tunisia. Converting the native esparto grass into pulp, the mill will employ an estimated 450 Tunisians while improving the country's foreign exchange position more than 1 million annually.

The AID amendment to the loan authorizes up to $800,000 in additional funds to help pay for training and initial managerial services being performed by the French branch of Parsons and Whittemore, which has been responsible for installation of the mill's equipment. The mill is now in the start-up phase.

The new portion of the loan is to be repaid by SNTC in dollars by May 1, 1976, at an annual interest rate of 5¾ percent. All principal payments are deferred for two years except for semi-annual token payments of $10,000.

AID loan to equip Saigon power plant

$12.7 million will buy U.S. goods, materials, services

Costs of equipment for a new 33,000-kilowatt thermal plant now under construction on the outskirts of Saigon, are being met by an Agency for International Development loan.

The loan calls for $12.7 million to purchase equipment, materials and services from the U.S. for the plant which is a part of a $51.7 million Vietnamese power expansion program.

The Vietnamese Government Electricity Office has purchased more than $1.5 million worth of electric generating equipment, including the 33,000-kilowatt generator from International General Electric Company. The unit will be built by General Electric's Medium Steam Turbine, Generator and Gear Dept. in Lynn, Mass. GE will also supervise installation at the Saigon site.

The new plant, expected to start up early in 1965, will provide a stand-by reserve of power and improved local distribution, tied in with a hydroelectric power project financed by Japanese reparations. The hydro plant will begin adding its eventual 144,000-kilowatt capacity to the city's electric supply sometime later this year.

The AID loan also will financed a contract for construction of a transmission line and material for improving the electrical distribution system of Saigon.

Camera imports decline; film demand increases

U.S. imports of still cameras declined eight percent in 1963, while imports of all types of photographic film continued an upward trend, reaching an all-time high.

Total imports of photographic film were valued at $24,256,408, more than three percent higher than the 1962 figures, with Belgium the principal supplier.

A total of 1,287,794 still cameras valued at $19,811,864 were imported during the year, compared with 1,400,235 valued at $23,217,275 in 1962. There was a 14.7 percent decrease in value from 1962 to 1963.

Projects in Africa, South Asia and Latin America invite U.S. capital, technical skills

Investor openings cover wide range—textiles, chemical and pharmaceutical products, nuts and bolts, food processing, structural steel, automotive projects

Investment opportunities open to U.S. businessmen around the globe don't quite run from soup to nuts, but they do include quite a few product categories between nuts and bolts and noodles.

Central American rice mill. A well established firm in a Central American country which imports and wholesales agricultural machinery and insecticides, exports agricultural products and provides an aerial fumigation service, proposes a joint venture to establish a rice milling facility. Locally grown rice would be processed for both local consumption and export, with the by-products of the mill sold to local feed-mixing plants. Total investment proposed is $80,000, with foreign capital required amounting to approximately $30,000.

Firms or individuals interested in following up this opportunity should write Bureau of International Commerce, Office of International Investment, File 2-2044-1-B, U.S. Department of Commerce, Washington, D.C. 20230.

Pipe production in Greece. A small but growing firm in Greece engaged in the manufacture of pipe joints and parts for agricultural irrigation systems seeks U.S. capital on a joint venture basis to expand its output. The firm, which has steadily increased its business since it was established in 1957, is persuaded that a substantial potential market for its products exists in Greece and the Near East. It seeks $300,000 to relocate, expand, and further equip its plant.

Prospective U.S. investors desiring further information are invited to write to Mr. Constantinos Bouros, Makedoniki Co., Valaoritu 15, Thessaloniki, Greece.

Uganda clothing, drug businesses. A well-established firm in Uganda with a wide range of interests seeks U.S. capital and know-how in order to establish a small-scale manufacturing business specializing in shirts, rainwear, women's apparel, lace and embroidery. A thread making section, according to the firm, would be a profitable adjunct to the main operation.

The firm's annual volume of business, which is currently running at around $140,000 in wholesaling piece goods and a textile line, according to the directors, could be doubled when combined with the manufacturing operations proposed. Principal market outlets are the East African territories and the neighboring countries of Rwanda, the Congo, and Sudan.

For further information, U.S. firms interested in this joint venture proposal may write to Jivabhai V. Patel & Co., Ltd., P.O. Box 633, Kampala, Uganda.

A firm of retail druggists in Kampala, Uganda, which also manufactures its own brand of proprietary medicines and toilet preparations, is interested in joint ventures or licensing arrangements with U.S. firms experienced in the cosmetic, pharmaceutical and chemical fields. Technical collaboration would be required in each instance. Formation of a company with a minimum paid up capital of approximately $200,000 is contemplated to promote these projects. For further information write Kalsons Limited, P.O. Box 225, Kampala, Uganda.

Argentine grain drying and noodle making. A Buenos Aires manufacturer of grain drying, loading and storage equipment, reported to have contracts with the Argentine Government, is interested in a licensing arrangement with a U.S. manufacturer of grain drying equipment. For further information write Aureco S.A.I.C.I. y F, Iguazu 739-49, Buenos Aires, Argentina.

An Argentine food processor is interested in a licensing arrangement with an experienced U.S. producer to manufacture such low-calorie dietary foods as cellulose-base noodles. Write for further details to Antonio Lo Re e Hijo, Soc. en Com., Leandro N. Alem 2270, Munro, Province of Buenos Aires, Argentina.

Tanganyika auto dealership open. The major stockholders of a large and long established automobile dealer, holding the franchise for well known makes of cars, tractors and tires in Tanganvika are interested in disposing of the bulk of their shares to an outside investor. Total investment in the enterprise would be substantial. The investor should have considerable experience in automobile distribution and servicing, and be prepared to direct the business personally, or through an experienced representative in Tanganyika.

In addition to its main office, showroom and repair facilities, the company has modern sales and servicing centers in 5 other towns. Present employment totals over 350 with more than 70 having at least 10 years service.

Firms or individuals interested in following up this opportunity should write to the Bureau of International Commerce, Office of International Investment, File 1-5511-1-G, U.S. Department of Commerce, Washington, D.C. 20230.

Reconditioning engines in El Salvador. A firm of engine rebuilders in San Salvador is interested in establishing contact with a U.S. firm or individual experienced in engine reconditioning The Salvadoran firm would like to enter into a licensing or joint venture arrangement under which the U.S. firm or individual would supply technical assistance for expansion and technical improvement of the present business. It is reported that a small U.S. investment in the enterprise would be welcome but is not necessary.

Present planning calls for enlargement of the building now used and acquisition of around $20.000 worth of new machinery, including such items as a crank shaft grinder and a line boring machine. This expansion would save engines that would otherwise be junked and would advance the economic development of El Salvador. Interested firms or individuals wishing to secure further information should write Mr. Arturo Walsh, Motor Service, 6a Calle Poniente y 25, Avenida Sur, San Salvador, El Salvador.

Indian nuts and bolts. An experienced mechanical and civil engineer in the State of Uttar Pradesh, India, proposes a relatively-small, $200.000 joint venture for the local manufacture of steel structurals and nuts and bolts. Half of the

projected capital investment would be required of the participating U.S. investor in the form of machinery and equipment and, possibly, technical know-how.

The demand for steel structurals and nuts and bolts in India, and especially in the State of Uttar Pradesh, is strong and growing, due to the development of heavy industry in the area. Initial output of the projected plant is scheduled for 150 tons of nuts and bolts a year (with 3 work shifts) and 1,200 tons of steel structurals a year (with 2 work shifts). An annual return of no less than 15% of the invested capital is anticipated.

A detailed study relating to the establishment and operation of the proposed plant may be obtained by writing to the Bureau of International Commerce, Office of International Investment, File 4-3450, IRD, U.S. Department of Commerce, Washington, D.C. 20230.

Prospective investors desiring further information are invited to write to Mr. S. Trikha, Prakash Villa, Landour, Mussoorie, U.P., India.

German firm seeks license for hydrostatic presses

A German manufacturer of tools and machine tools seeks a license to produce hydrostatic presses of various kinds and sizes, especially presses for processing resin, electrolytic grinding machinery, machinery for internal/external and circular grinding, broaching tools and machines, and machine tools.

Write to Walther Nothelfer K.G., 42 Franz-Stapf-Strasse, 798 Rabensburg, Wuerttemberg, West Germany.

FRICTION WHEEL PRODUCER

A French metal cutting and stamping workshop which makes cigarette and stove lighters and small precision springs seeks license for the production of U.S. friction wheels for lighters.

Write to Soc. Industrielle de Mecanique de Precision, S.I.M.P.A., Rue du Soleil Levant, Aulnat (Puy-de-Dome), France.

MULTIPLE LICENSE WANTED

A license is sought for the production of fencing, wirework, metal furniture, pumps, compressors, roller shutter-doors and mesh grills, clamps, shackles, mining equipment, and locomotives in South Africa. Write to E.C. Lenning (Pty) Ltd., P.O. Box 489, Germiston, Transvall, Republic of South Africa.

Malaysian veneer mill launched

Successful venture spurs interest in new concrete manufacturing facility

The excellent collaboration experienced by a U.S. firm in a joint venture with Malaysian interests has led to the establishment of one modern facility in Singapore and offers the opportunity for another.

U.S. initiative and know-how have joined with Malaysian capital and resources to launch a new industry in Malaysia that promises a handsome return to investors, new employment opportunities for local labor, foreign exchange earnings for the economy and a boost to the industrialization plans of the Economic Development Board of Singapore.

Veneer Products Limited, a joint U.S.-Malaysian venture with an authorized capital equivalent to $1.3 million, was officially opened on February 11 at the Jurong Industrial Estate in Singapore by the Finance Minister, Dr. Goh Keng Swee. The plant was built in the record time of 100 working days—notwithstanding the monsoon! Mr. L. B. Franco, a general contractor and railroad builder from Spokane, Washington, who is the Chairman and General Manager of Veneer Products Limited, said that "this could not have been done had it not been for the excellent cooperation given us by the Economic Development Board . . ." and the zeal and enthusiasm of local labor hired to do the job.

Production of veneer and plywood will begin in late June or early July, with the production schedule calling for 15 million square feet monthly on the basis of one work shift a day. This output has been sold to the U.S. for the next 5 years. Interest in the plant's products has also been shown in the United Kingdom and Europe, and an additional shift is planned to meet this expected demand.

The plant, which will initially employ some 250 men and women, is the first of 3 or 4 veneer plants envisaged for the Jurong Industrial Estate.

Meanwhile, Veneer Products' chairman is sounding out U.S. investors with a view to the establishment of a plant to manufacture pre-stressed concrete pipe, concrete piling and other mass production concrete items for which there is a growing demand in Malaysia. Like the veneer plant, this, too, would be a joint venture with Malaysian and U.S. participants.

Firms or individuals interested in participating in the pre-stressed concrete manufacturing facility should write Mr. L. B. Franco, Chairman, Veneer Products Limited, P.O. Box 1, Queen Street, Singapore, Malaysia.

License wanted to make folded iron sheet goods

A French manufacturer of metal shelving for libraries, removable metal partitions and iron sheet products is interested in making all types of folded iron sheet goods under U.S. license.

Write to Ets. Baudet Donon & Roussel, 141 rue de Saussure, Paris 17 eme, France.

Metal clamping devices asked by English firm

A manufacturer of welding positioners and all types of mechanical-handling equipment for use in conjunction with manual and automatic arc welding seeks license to produce simple clamping devices for holding together various metal shapes for welding.

Write to Donald Ross & Partners, Ltd., Twinner Works, Gatwick Road, Crawley, Sussex, England.

Hydraulic and pneumatic cylinder license sought

A manufacturer of compressed air cylinder armatures, automated tools and automatic gripping devices for presses—particularly for the auto industry—is interested in producing hydraulic and pneumatic cylinders under U.S. license.

Write to Wilhelm Oppelt KG, Bernhard-Adelungs-strasse 26, Russelsheim, West Germany.

DUTCH WANT CATTLE FEEDERS

A Dutch firm is seeking a license for the production of U.S. designed liquid blenders and mixing machines for the cattle feeding industry and control panels and electric proportioning dividers for cattle feeding.

Write to Schuurmans & Van Ginnekan, 286 Herengracht, Amsterdam, The Netherlands, for further details.

Equipment wanted for 3 hotels now going up in Uganda

The Uganda Development Corp., Ltd., Kampala, Uganda, will purchase U.S. equipment for three hotels it is building in various parts of Uganda, the U.S. Embassy reveals. Each hotel will have a capacity of approximately 60 beds; common rooms such as dining rooms and cocktail lounges will be included.

Since these hotels will be built in remote areas, all mechanical equipment must be designed for minimum maintenance and for electrical characteristics of 240 volts, 50 cycles single phase.

Catalogs, prices, and delivery terms are requested covering equipment described generally below. All information should be airmailed to E. N. M. Bonnim, Uganda Development Corp.; Ltd., P.O. Box 422, Kampala, Uganda. Procurement will be performed by the Crown Agents, London, and will be financed under an existing AID loan.

The general listing of requirements is the following:

(1) **Crockery.** All items of hotel crockery to be badged and of a similar standard to that supplied by Dunn Bennett & Co., Burslem Staffs, England. This is ironstone china with unchippable edge.

(2) **Cutlery & Silverware.** All items of badged cutlery comparable to that supplied by Walker & Hall, Sheffield, England, and including serving plates, sauceboats, table lamps, vegetable dishes, and condiment sets.

(3) **Linen.** A complete range of cotton linen piece goods marked with hotel's name to cover sheets 70 x 90 and 70 x 100. Pillow cases standard size housewife pattern.

Face, hand, bath-towels. Bed coverlets and blankets.

(4) **Carpets.** Bedside types and quotations for made up carpets for lounges and staircases.

(5) **Kitchen Equipment.** Electrical (240 volts 50 cycle A.C. current) appliances of all types to cover:

Heavy duty Ranges; Fri-Fri Equipment; Hot Plates and Bain Maries; Stainless Steel Serving Tables; Boilers and Steamers; Grills and Salamanders; Mixers and Mincers; Potato Peelers; Dish Washing Machines; Etc.

Quotations in all cases must be accompanied by information with regard to local maintenance and spares. The supplier must be able to provide after sales service and spares through local agent.

(6) **Chefs Equipment.** Kitchen Knives; All Cooking Utensils; Strainers, Piping Bags, etc.

(7) **Refrigeration.** Electrical (240 volts 50 cycle A.C. current) appliances covering: Single and Double Door 8 cu.ft. to 25 cu.ft.; Under Counter Bottle Cooling Units complete; Compressor Units for Cold Storage and Deep Freeze; Units between 300-1500 cu.ft.; Individual Bottle Coolers; Deep Freeze Units for Food; Ice Making Machines up to 300 lbs.; and Ice Cube Makers.

All items to be guaranteed to have after sales service and spares as in the case of Kitchen Equipment.

(8) **Glassware.** Badged Glassware to cover all ranges of glasses e.g. 12 oz. Worthington and Beer Goblets; 8 oz. and 6½ oz. Club and Paris Goblets; 2 oz. Sherry; and 1 oz. Liqueur.

(9) **Printed Paper Items.** Paper Napkins; Razor and Lipstick Napkins; Drip Mats; and Tray Cloths.

Power station equipment bids requested by Malaya

The Central Electricity Board, Federation of Malaya, is inviting bids for the supply, installation, and commissioning of transformers, switchgear, and cabling for the steam power station at Prai, North Malaya.

Tender No. 1388/17 includes seven 11,000/3,000 v. and 3,300/415 v. transformers; three 3,300 v. 250 mva air circuit breaker switchboards; five 415 v. 25 mva airbreak circuit breakers, fuse and contactor boards; station battery and charging equipment; and power and control cabling.

Bid deadline is April 30.

Tender documents are available from Preece, Cardew & Rider, 8, 10, and 12 Queen Anne's Gate, Westminster, London, S.W.I., upon payment of $28.00 per set of four documents. Payment will not be refunded.

Tender notices are available from Room 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Bids asked for tubes, bulbs

An Invitation to Bid has been announced for fluorescent tubes and incadescent bulbs by the Procurement and Contracting Officer, Headquarters Allied Forces Southern Europe (AFSOUTH). Invitation to Bid Number 11-64 specifies the following: fluorescent tubes—3,500 each 40 watt, 120 cm, and 300 each 20 watt, 59 cm.; incadescent bulbs (230 to 240 volts)—400 each 40 watt; 500 each 60 watt; 2,200 each 100 watt; 1,500 each 150 watt, and 150 each 200 watt.

Bidders are requested to submit their proposals not later than March 20 at 1,100 hours, by registered mail to Headquarters, Allied Forces Southern Europe, Purchasing and Contracting Office, Naples, Italy.

A form prepared by AFSOUTH and titled "Instruction to Bidders" is available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230, outlining specific bidding format regulations.

Jordan invites bids for water main construction

The Municipal Committee, Amman, invites bids for the supply and construction of a water main for the city of Amman. The water main will be about 7.5 kilometers in length and 600 milimeters in diameter.

Bid deadline is April 28.

Introductory technical information may be obtained free of charge from the consulting engineeers at Vattenbyggnadsbyran, Box 5038, Stockholm 5, Sweden. Tender documents may be obtained thereafter for 30 pounds ($84) from the consultants or from the Secretary of the Procurement Committee for the Municipal Committee in Amman.

Change made in AID commodity procurement source-origin policy

To assure more effective compliance with the President's Directive that further steps be taken to improve the U.S. balance-of-payments position, and to provide consistency with normal practices of U.S. suppliers, the following change in AID policy with regard to eligible commodities has been made effective as of January 4.

A commodity, even though produced through manufacturing, processing or assembly in, and shipped to the cooperating country from, an authorized source country, will not be eligible for AID financing if:

1) it contains any component from countries not included in AID Geographic Code 899 (includes all the countries of the world except U.S.S.R., Eastern Europe, China Mainland and Cuba), or

2) it contains any component or components acquired by the producer of the commodity in the form in which it was imported into the country of production from free world countries (AID Geographic Code 899) other than authorized source countries, at a total cost (delivered to the point of production) that amounts to more than 10 percent of the lowest price (excluding the cost of ocean transportation and marine insurance) at which the supplier makes the commodity available for export sale (whether or not financed by AID).

The above changes affect only transactions based on procurement authorized by AID subsequent to effective date of January 4. Transactions based on earlier authorizations will be subject to the express terms and conditions of such authorizations and to the policies then in effect. In view of these changes in AID commodity source-origin policy, U.S. suppliers involved are urged to examine carefully pertinent provisions of their letters of credit or other instructions received from their importers. For all future transactions, unless specifically advised to the contrary by their importers, exporters would be safe in assuming that the 10 percent rule will apply.

Variations from the 10 percent limitations on imported components may be authorized by AID when appropriate, as when required to reflect the general practice of American industry or for other justifiable reasons. Requests from individual firms or industry groups for variations from the 10 percent rule should be addressed to Industrial Resources Division, Agency for International Development, Washington, D.C. 20523. SBM-64-4.

Turn-key installation sought

A turn-key installation of facilities for the manufacture of ammonium nitrate at the rate of 40,000 tons per year, and ammonia 40,000 tons per year, by extraction from fuel oil and naphtha, is sought by a Moroccan firm.

Replies, including quotations Casablanca, should be addressed to Box JV-125X, Trade Opportunities Staff, BDSA-111, Room 4203, Department of Commerce, Washington, D.C. 20230.

Australia asks bids on turbo compressor needs

The Gas and Fuel Corporation of Victoria, 196 Flinders Street, Melbourne, C.1., has announced Tender No. 954, bid deadline April 21, for the supply of a turbo compressor.

The tender calls for the supply, delivery, erection, testing and commissioning of a turbo compressor for the oxygen plant of the corporation's Morwell Works located 94 miles east of Melbourne. The compressor should be complete with electric motors, gearing, intercoolers, intake filter and all necessary suction and delivery pipework. The capacity of the turbo compressor has been set at 800,000 standard cubic feet per hour with a delivery pressure of 63.5 p.s.i.g. (78.2 p.s.i.a.).

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Guatemala invites bids on water system equipment

Instituto de Fomento Municipal—Infom, 6a. Avenida 1-73, Zona 4, 2o. piso, Guatemala City, has announced Tender No. 21-TF-13-11-63, bid deadline April 1, for equipment to be used in a water system for new housing.

This equipment includes 48,027 yards of copper pipe, 4,660 pipe clamps, 24,160 valves and connections, 7,340 globe valves, all of various sizes, and 7,300 water meters.

The tender is part of the Alliance for Progress Program 21-TF loan, granted to Guatemala through the Inter-American Development Bank.

A copy of the tender is available in Spanish only on a short-term loan basis to firms domiciled in the U.S. from the Copper Division, BDSA-316, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2162).

Tender issued for radio and ancillary equipment

The Office of the Director of Civil Aviation, Rangoon, Burma, has issued Tender No. (PYA) 5-Za-NA-64, with a deadline of March 31, for a radio station and necessary equipment, including 4 miles of multicore armoured keying cable, 2 kilowatt M.F. radio beacon, self-supporting radio tower, 100 milliwatts transmitter and receiver, antenna, terminal equipment, signal generator, power meters, universal bridge, V.H.F. test sets, portable receiver tester, cathode ray oscilloscope, voltmeters, and other instruments.

A copy of the tender is available for review by firms located in the U.S. in Room 4110, SITE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

091 Fisheries

JAPAN—Pig-toe shells for kernels of cultured pearls and shell-buttons, abalone shells for shell-buttons. The Oriental Button Co., Ltd., (importer, exporter), 62 Sakaemachi-dori 2-chome, Ikuta Ku, Kobe.

149 Nonmetallic Minerals

GREECE—Diatomite. Importer-wholesaler-sales agent requests replies from manufacturers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

202 Dairy Products

JORDAN—Dairy products industries. Reem Grocery (importer, retailer, wholesaler), P.O. Box 820, Amman, Jordan. WTD 10/1/63.

203 Canning, Preserving Foods

JORDAN—Canned and preserved fruits, vegetables. Reem Grocery (importer, retailer, wholesaler), P.O. Box 820, Amman. WTD 10/1/63.

204 Grain Mill Products

See also SPECIAL TRADE LEADS on page 26.

JORDAN—All types of grain mill products. Reem Grocery (importer, retailer, wholesaler), P.O. Box 820, Amman. WTD 10/1/63.

205 Bakery Products

JORDAN—All types of bakery products. Reem Grocery (importer, retailer, wholesaler), P.O. Box 820, Amman. WTD 10/1/64.

209 Food Preparations

FRANCE—All types of foodstuffs, groceries and provisions; importing wholesaler requests offers with price quotations for direct purchase; requests replies in French or German. Epicerie em Gros, Ets. Pouder, S.A., 1 Rue Tignemont, Metz-devant-les-Ponts (Moselle).

JAPAN—Cottonseed oil; requests replies with prices, cif Japan. Seiko Trading Co., Ltd., Kotobuki-cho, Shimizu City, Shizuoka Prefecture. WTD 2/5/64.

MOROCCO—Soyabeans, cottonseeds, degummed soyabean oil. Bulk shipments only. Quotations Casablanca. S.E.D.I.C., Rue due Général Roques, Immeuble Liberté, Casablanca. WTD 11/7/63.

211 Cigarettes

TRINIDAD, W.I.—Cigarettes, filter tip and

U. S. DEPARTMENT OF COMMERCE

FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: DR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 24121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75201, Room 3-104, Merchandise Mart, 500 South Ervay St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 438 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U. S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main Street. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 New Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94011, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St., Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)

Field office telephone numbers will be found on this page.

GREECE—Antibiotics of broad spectrum; pharmaceutical specialties containing hormones, cortisone, vitamins, in powder, caps, syrup, ointments, injections; gum-curing powder. Requests replies from manufacturers only, specifying composition of drug and providing price lists, catalogs, other printed matter. Agency. TT-101.

ITALY—Cotton and synthetic fiber textiles for men's and women's underwear, raincoats. Agency. TT-102.

JAPAN—Plastic injection molding machines, fully automatic or semi-automatic, for producing Bakelite distributor caps for motor vehicles. Direct purchase. TT-103.

JORDAN—Women's, misses', juniors' outerwear, underwear, nightwear and lounge wear, including gown-peignoir combinations; interested in batistes, drip-dry cottons, solid colors, prints, in styles by well-known manufacturers. Direct purchase and agency. TT-104.

Bedroom and bathroom textile items of all types, including cotton sheets, bed coordinates, quilts, towel coordinates; interested in styles manufactured under well-known trademarks and similar products. Direct purchase and agency. TT-105.

PAKISTAN—Pig iron; mild steel sheets, plates, beams, channels, angles, strips, billets. Direct purchase. TT-106.

SAUDI ARABIA—Parboiled rice, light yellow 15%; packed in double bags, 100 lbs. net; c.i.f. Jidda. Direct purchase. TT-107.

SOUTH AFRICA—Furnishing and curtain fabrics; particularly interested in latex-backed upholstery fabrics. Requests replies from manufacturers only. Exclusive agency for the Republic of South Africa. TT-108.

SPAIN—Automatic and semi-automatic packaging and weighing machines for farm operation, especially for handling fresh and dried fruits and nuts. Direct purchase and/or exclusive distributorship. TT-109.

SWEDEN—Emulsifiers and anti-oxidants for the food industry. Direct purchase and agency. TT-110.

regular; importing distributor, wholesaler and manufacturers' agent requests replies from manufacturers. Direct purchase and agency. A. S. Bryden & Sons (Trinidad) Ltd., 33 Independence Square, Port of Spain. P.O. Box 607.

220 Textile Mill Products

See also SPECIAL TRADE LEADS on this page.

MOROCCO—Dacron fabrics for men's trousers. Societe Industrielle de Confection Marocaine (manufacturer, wholesaler, exporter), 122, rue du Chevalier Bayard, Casablanca. WTD 1/16/63.

SOUTH AFRICA—Cotton, wool, synthetic fiber textiles for women's overcoats, costumes; requests replies from manufacturers only. Trufit Manufacturers (Pty.) Ltd., (manufacturer), P.O. Box 2521, Cape Town. WTD 12/23/63.

221 Broadwoven Fabric Mills

■ **GREECE**—Woven furniture fabrics, fibran, acetate, cotton, linen, assorted colors, 5,300 yd. Quotation date March 29. Diamantis Bros., S.A., 1 Fokionos St., Athens F.a.s. Loan No. 240-H-028. U.S. source. SBC-108.

222 Broad Woven Fabric, Manmade Fiber, Silk

BAHRAIN—Synthetic fiber textiles, especially Dacron and Dacron-blend. Cairo Store (importer, wholesaler, retailer), Bab al Bahrain Rd., Manama. WTD 9/22/63.

MOROCCO—Dacron textiles of all types for men's wear, 10 oz. per linear yd. (1.40 meter wide rolls). Quotations Casablana; requests replies in French. Royal Drapier (importer), 59 rue Tahar Sebti, Casablanca.

225 Knitting Mills, Products

● **IRAQ**—Woolen jersey pullovers, olive khaki, natural and unused wool, assorted sizes; 100,000. Cotton flannel undershirts, half sleeve, sizes 40 and 42, stamped with Army identification mark; 250,000. Tender No. ORD/17/1964, bid deadline March 25. Terms and specifications obtainable for ID 0.500 ($1.40) per copy postpaid from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.

232 Men's, Youths', Boys' Furnishings

JAPAN—Golf wear. Requests replies with catalogues, prices. Oriental Nakamura Dept. Store, 11 Sakaeimachi 6-chome, Naka-ku, Nagoya. WTD 8/6/63.

233 Women's, Misses', Juniors' Outerwear

JAPAN—Beach wear: women's, misses', juniors'. Requests replies with catalogues, price lists. Oriental Nakamura Dept. Store, 11 Sakaeimachi 6-chome, Naka-ku, Nagoya. WTD 8/6/63.

242 Sawmills, Planing Mills

■ **GREECE**—Douglas fir, rough green No. 2, clear and better, allowing max. 15% No. 3 clear, graded as per export "R" list, anti-stain treated, 2x4" to 2x12" and wider, 8'/20' or longer, Southern pine species also accepted. Price per 1,000 FBM, net, $50,000. Quotation date March 24. Timber Trading Corp., Dimitropulos, Polychronopulos & Co., Aghisilaou & Salaminos 16 St., Athens.

■ Douglas firm rough green, No. 2, clear and better, allowing max. 15% No. 3 clear, as per "R" export list, anti-stain, treated, 2x4" to 2x12" and wider, 8/20' or longer. Southern pine species also accepted. Price per 1,000 FBM, cif Piraeus, $15,000. Quotation date March 26. Abex Societe Industrielle du Bois, 143 St. Andras St., Patras.

Loan No. 240-H-028. U.S. source. SBC-108.

262 Paper Mill Products

AUSTRIA—White, machine-coated paper, free of wood, weighing 60 grams per sq. meter, in rolls or cut to size, for magazines, department store catalogs. Reply by cable requested. Rudolf Zoechling, Handelsagentur Avedikstrasse 11, Vienna XV. Cable: Zoechlingagent Wien.

● **GREECE**—Printing and writing paper, 235 m.t. as follows: 112 m.t. special printing paper; 56 m.t. printing paper; 33 m.t. satine writing paper; 21 m.t. norma paper; 6 m.t. colored printing paper; 5 m.t. manila paper; 2 m.t. monotype paper. Tender No. B/43/64, bid deadline April 9. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3003).

MOROCCO—Pure unglazed kraft paper in natural brown shade for manufacture of sacks, 70 grams per sq. meter, 82 cm., 92 cm., 102 cm., and 122 cm. wide and 500 kilo rolls with 7 cm. center. Quotations Casablanca; requests replies in French. Transfor-Papiers (manufacturer), Rue Soleiman El Farissi, Casablanca.

263 Paperboard Mills, Products

● **IRAN**—Paperboard in sheets: 250 tons, 270 to 280 grams/sq. meter, size 43x62 cm., grain long; 100 tons, 260 to 270 grams/sq. meter, size 46x54 cm., grain long. Bid deadline May

4, Iranian Tobacco Monopoly, Teheran. ★ (Telephone: 202-WO 7-3003).

270 Printing, Publishing Industries

ENGLAND—Equine and equestrian publications, particularly relating to breeding and training. J.A. Allen & Co., Ltd., 1 Lower Grosvenor Place, London, S.W.1. WTD 1/24/64.

273 Books

SOUTH AFRICA—Catholic books: paper backs, hard covers; pamphlets; prayer books; missals; occasional cards. Cheaper as well as better qualities of prayer books and missals desired. All items must be of U.S. origin; no re-exports are desired. The Catholic Federation of the Diocese of Kimberley (importing distributor, manufacturers' agent), P.O. Box 257, Kimberley, C.P. WTD 12/27/63.

277 Greeting Card Manufacturing

ENGLAND—Greeting cards for all occasions. Agency and direct purchase. Elsom's (Magazines) Ltd., (retailer), 787 High Rd., Tottenham, London, N.7. WTD 1/24/64.

281 Industrial Chemicals

See also SPECIAL TRADE LEADS on page 26.

GREECE—Acetate cellulose, not plastic; acetic anhydrite; aceton; synthetic acetic acid; acrylonitrile; aluminum sulphate; ammonia anhydrous; ammonium nitrate, except fertilizer; borax and boric acid; butyl acetates; calcium carbide; calcium carbonate-precipitated; carbon tetrachloride; cellulose and cellulose methyl; diethylene glycol and phthalate; ethylene glycol; fluosilicates; hydrogen peroxides; isopropyl alcohol; synthetic methanol; methyl isobutyl ketone; rubber processing chemicals; silica gel; copper sulfate. Importer-wholesaler-sales agent requests replies from manufacturers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

Caustic potash; caustic soda; chemical catalysts; chemical reagent, inorganic and organic, containing controlled materials; intermediates, dyes, color lakes and toners (azo-dyes, food dyes, dodecylbenzenes, naphthalene crude). Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

■ Monoethanolamine, in drums, 40 tons; benzotriazole, in drums, 2 tons. Quotation date March 23. Viochrom S.A., Aniline Dyestuff Industry, Eleftheriou Venizelou 1, Aigaleo, Athens. Loan No. 240-H-028. U.S. source. SBC-108.

■ **KOREA**—Titanium dioxide, anatase grade, 97% up. Approx. 40 m.t. Titanium dioxide, rutile grade, 97% up. Approx. 10 m.t. CIF/C&F Pusan, Inchon. Quotation date March 21. Ref. No. FFO-SAI-4-26. Korean Rubber Industrial Assn., 80 Sokong-Dong, Chung-Ku, Seoul.

■ Titanium dioxide, rutile. Approx. 68,000 lbs. C&F Pusan. Quotation date March 21. Ref. No. FFO-SAI-4-28. Korea Paint & Printing-Ink Ind. Cooperative Assn., 101, 2-Ka, Ulji-Ro, Chung-Ku, Seoul.

■ Titanium dioxide, anatase, 98% up. Approx. 50 m.t. C&F/CIF Pusan. Ref. No. FFO-SAI-4-29. Quotation date March 21. Tae Hwa Rubber Co., 109 Dangkam-Dong, Pusanchin-Ku, Pusan.

■ Titanium dioxide, anatase, 98% up. Approx. 13 m.t. C&F/CIF Pusan. Quotation date March 19. Ref. No. FFO-SAI-4-21. Kyungsung Rubber Co., Ltd., 212 Jang Jai Dong, Kunsan.

■ Titanium dioxide, anatase, 98% up. Approx. 37,700 lbs. C&F/CIF Pusan. Quotation date March 19. Ref. No. FFO-SAI-4-22. Korean Rubber Industrial Cooperation, 7, 1-ka, Shinmun-ro, Chongro-ku, Seoul.

All above for PA No. 489-901-356-3008. Limited worldwide (901). 100% U.S. flag vessels. Copies of all offers should be sent air mail to Bank of Korea, Attention A.I.D. Section and to Director, USAID, c/o U.S. Embassy, Seoul. SBC-105.

■ Titanium dioxide, rutile, approx. 78,000 lb.; c&f Pusan, by U.S. flag vessel. PA No. 489-356-3212. Limited worldwide (901). Quotation date March 21. Korea Paint & Printing Ink Ind. Cooperative Association, 101, 2-Ka Ulji-Ro, Chung-Ku, Seoul. All information available has been reproduced here; interested suppliers should immediately communicate with the buyer. Copies of all offers should be sent to Director, USAID Section, c/o American Embassy and to the Bank of Korea, Seoul. SBC-108.

NETHERLANDS—Organic intermediates for dye industry. Direct purchase and agency. Franken Donders N.V. United Aniline Works (importer, wholesaler, manufacturer), 28 Spoorlaan, Tilburg. WTD 2/7/64.

SPAIN—Chemicals, all kinds, for industrial and agricultural uses; direct purchase and agency. Roan, Antonio José Fernández (manufacturer, wholesaler), Bravo Murillo 60, Madrid (3). WTD 1/28/64.

282 Synthetic Materials

GREECE—Acrylic fiber and resins; casein plastics, rods, sheets and tubes; cellulose acetate and mixed esters; cellulose nitrate; polyalkalene sulfide type resin (Thiokol); polyamide type resin (nylon); polychloro and polyfluoroethylene resins; polyester resins; polyethylene and polyethylene terephthalate ("Mylar"); polystyrene resins; polyurethane resins; polyvinyl acetate and chloride; rosin ester, resins (estergum); tars; epoxy resins. Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

■ Low density polyethylene for injection, 200 m.t.; off grade density polyethylene for blow moulding, 10 m.t. Quotation date March 29. Philicoplast., Konstantellou Bros. & K. Phillipides, Kifissou St., 71, Aghios Ionnis Rentis, Athens.

■ Low density polyethylene compound for film, $20,000. Quotation date March 22. G. Pantazides & I. Kabanos, Aghiou Mina St., 4, Thessaloniki.

Loan No. 240-H-028. U.S. source. SBC-108.

■ **VIETNAM**—Polyethylene resin compound, 162,800 lb.; high denstiy polyethylene resin, 4,400 lb.; polystyrene, crystal, colored, 13,200 lb. each; polypropylene, standard, for extrusion of tubes, strips, monofilament, 15,400 lb.; polyethylene, colored, low density, first grade; same, economy grade, 8,800 lb.; hifax polyethylene, colored, profax polypropylene, colored, 6.600 lb. each; concentrated colored polyethylene in pellet form, various colors, total 2,800 lb. To Hop My Le, 12 Nguyen Thoi Trung, Cholon.

■ Plaskon nylon for the extrusion of monofilament for fishing lines and nets, 33,000 lb. Saigon Manufacturing Co., 14 Ton That Dam, Saigon.

■ Polyamide resin for extrusion of monofilament, 10,000 lb.; polypropylene for same, 28,600 lb. To Hop Thanh My Plastics, 444-446 Hai Ba Trung, Saigon.

Limited world wide (901). Offers reviewed on c&f basis only; fob and freight indicated separately. 100% U.S. flag vessel. Quotation date March 18. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-109.

283 Drugs

See also SPECIAL TRADE LEADS on page 26.

● **CEYLON**—Injectables as follows: Cyclophosphamide, 1,000 ampoules of 100 mgm. each; cyclophosphamide, 2,500 ampoules of 200 mgm. each; triethylenethiophosphoramide, 1,000 ampoules of 15 mgm. each; 5-fluorouracil, 250 ampoules; actinomycin-D injection, 250 ampoules; and vinblastine sulfate, 1,000 ampoules of 10 mgm. each. Bid deadline April 7. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-3394).

GREECE—Agar; antacids, proprietary—except analgesics, laxatives; antibacterial serums and antiserums; aspirin proprietary preparation; blood derivatives; vitamins derived from plants (carotene, etc.). Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

■ **KOREA**—Vitamin C uncoated, USP, 507.75 kgs.; phenacetine, USP, 630 kgs.; P.V.C. plasdone C, NA, 630 kg. Ref. No. FFO-SAI-4-20. PA No. 489-370-901-356-3213. Quotation date March 17. Sam Sung Pharmaceutical Co., Ltd., 161 Kwanchul-Dong Chongro-Ku, Seoul. Subject to A.I.D. requirements and conditions. SBC-108. All information available has been reproduced here; interested suppliers should immediately communicate with the buyer. Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul.

■ **VIETNAM**—Sulfarlem granular, 2,000 tubes/40; sulfarlem choline tablet coated, 1,000 boxes/60; algesal tablet coated, 500 boxes/30; n-oblivon tablet coated, 500 boxes/30; 2,500 boxes/20, butalgin caps; emotrifar syrup, 1,800 bottles/100cc; same, tablet, 1,800 boxes/15; same, amp. 3 cc., 1,000 boxes/5; epadyn U amp., 500 boxes/5; bismurectol supp., children's, 4,000 boxes/5, same, adults, 1,000 boxes/5. Pharmacie Nguyen Thi Hai, 32 Le Loi, Saigon.

■ Rubrohepar B complex amp. inj., 1,500 boxes/5; pancortin B6, adult amp. inj., 1,000 boxes/3; same, pediatric amp. inj., 500 boxes/3; atipi lyophilised amp. inj. 800 boxes/5; cortiplex amp. inj., 1.000 boxes/5; progevite E amp. inj., 1,500 boxes/3; complebin C syrup, 1,000 bottles/120g; perhepar complex oral, children's, 415 bottles/120g. Pharmacie Nguyen Van Trang, 5 Ngo Thoi Nhiem, Saigon.

■ Butalgine B/20 capsules, 5,000 bottles; emotrifar B/5 amp. inj., 2,000 boxes; same B/15 pills, 3,000 bottles; same, syrup, 100cc, 3.000 bottles; epadyn U, B/6 amp. 3cc, 3,000 boxes; furosyl B6,, B/15 caps, 2.000 bottles. Pharmacie Vu Van Phuong, 141 Nguyen Du, Saigon.

■ Chloramphenical powder, 530 kgs.; acetyl salicylic acid, 15,000 kgs.; caffeine anhydrous, 4,000 kg.; acetaphenetidin, 6,000 kg., all U.S.P. Pharmacie La Thanh, 195-201 Tu Do, Saigon.

■ Gadeol polyvitamined drops, 3.000 bottles; bioscorbat injection, 1,000 boxes; nisidina,

tubes, 12 tablets, 3,000; same, inj., 1,500 boxes; allergina tablets, 1,000 bottles; same, inj., 500 bottles; bromocalcium inj., 1,500 boxes, neo ticinil tablets, 1,600 bottles. Pharmacie My Chau, 120 Ben Chuong Duong, Saigon.

Limited world wide (901). Offers reviewed on c&f basis only; fob and freight costs must be indicated separately. Quotation date March 21. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-109.

284 Soap, Detergents, Cleaning Preparations

GREECE—Furniture polishes and cleaners; absorbents—oil and dust—including sweeping compounds; bubble bath; cosmetic creams in general; nonpersonal deodorants; detergents both synthetic organic with soap and soapless. Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

285 Paints, Varnishes, Lacquers, Enamels

GREECE—Paints, varnishes, lacquers and enamels in general; industrial product finishes; dopes cellulose nitrate. Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

MOROCCO—Marine paints, all types; special preservative paints for petrochemical industry. Quotations Casablanca. Sapfi (Société de Peintures et Fournitures Industrielles) (importer), 372 Blvd. Mohammed V, Casablanca. WTD 9/25/62.

287 Agricultural Chemicals

GREECE—Insecticides, fungicides, in general (benzene, hexachloride insecticides, no DDT, agricultural; concentrated superphosphate; DDT insecticides, agricultural); fertilizers; ammoniated superphosphates; ammonium nitrate, mixture 21% and under; ammonium nitrate over 21%; arsenate, calcium. Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

289 Chemical Products

GREECE—Adhesives made from natural gums and resins, except rubber; antifreeze preparations, permanent; blacks carbon; chemical foundry supplies; chemical insulation products; concrete curing materials; dextrine sizes; dibutyl phthalate; water softening compounds. Importer-wholesaler-sales agent requests replies from producers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

295 Paving, Roofing Materials

ITALY—Waterproofing material for roofs such as bitumenous base compound, waterproofing butyl and other types of rubber sheets, plastic sheets, mineral and organic cloths combined either with bitumen or tar. Direct purchase. Imper di Ing. A. Schieroni, 131 Via Lanzo, Turin. WTD 4/4/63.

299 Petroleum Products

■ **GREECE**—100% pure Pennsylvania motor oil, or equal, 70,000 kg. Quotation date March 29. The Panhellenic Cooperative of Petroleum Products Retailers, Patission St., No. 14, Athens 141. Loan No. 240-H-028. U.S. source. SBC-108.

301 Tires, Tubes

■ **TURKEY**—Tires and tubes, various sizes, ply ratings, quantities, 9 groups, $100,000. Subject to GSA Defense Materials Services procedure. Adjudication No. AID 64-12T-2. Bid deadline March 25. Dai Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanlugi, Ankara. Cable: Dsi, Ankara.

■ Tires and tubes, for trailing wheels, on-off highway, mud, snow, all purpose, various sizes, quantities, P.R., 13 items. To certain conditions. IL No. 576. Quotation date March 20. Turkiye Petrolleri A.O., Inkilap Sokak No. 6, Yenisehir, Ankara. Subject to GSA Defense Materials Services procedure.

Loan No. 277-H-043. U.S. source. SBC-111.★

306 Fabricated Rubber Products

● **CEYLON**—Surgical gloves 71,000 pairs, various sizes, tender unnumbered, bid deadline April 7. The Chairman, Tender Board Ministry of Health and Housing, Colombo.★ (Telephone: 202-WO-7-3381).

■ **INDIA**—Hoses, cargo, rubber, smooth bore, suction and discharge, heavy duty construction, suitable for continuous handling of petroleum base oils at temperature of 150°F, pressures from 20″ HG, vacuum to 100 lbs. per sq. in. to specn. NYS-S1.10. Test certificates required. Size 8″, length 25″, requisition VMF 3286, 6 nos.; same, except size 3″, 2 nos. Ref. No. 51(264)/63-082-Aid.III. Import license P/AU/1215247/R/DL/18/C/V/18. Quotation date March 26. Caltex Oil Refining (India), Ltd., P.O. Box 15, Visakhapatnam 1, Andhra Pradesh. All quotations are called for by Purchasing Agent, California Texas Oil Corp., Purchasing Dept., 380 Madison Ave., New York, N.Y. 10017. SBC-98.

■ **TURKEY**—SBR 1002, used in tire industry; SBR 1551, non-discoloring coagulant-salt acid; SBR 1707; SBR 1500; SBR 1712; SBR 1511; SBR 8202; polybutadienne; neoprene; butyl 218; 35; SBR 1809; 309 isoprene, $157,000. IL No. 3014. Loan No. 277-H-043. U.S. source. Quotation date March 25. U.S. Royal Lastik T.A.S., Findikli Han Kat 2, Tophane, Istanbul. Cable: Rubexport. SBC-111.★

307 Plastic Products

AUSTRALIA—Materials to be used for glass tinting (acrylic or otherwise), with the possibility of eventual agreement to manufacture under license. Insulated Glass Tinting Co., 208 Albert Rd., Strathfield, N.S.W. WTD 1/28/64.

FRANCE—Plastic-coated fabrics (in rolls, sheets or other forms) suitable for the production in the boot and shoe-industry of "biassed" welts, strips, related trimmings. Also processed Mylar products. Direct purchase; requests replies in French. Establissements Ruer-Borlis (manufacturer), 11 Rue Lavoisier, Caussade, Tarn-et-Garonne. WTD 2/12/64.

GREECE—Acrylic plastics, phenolic plastics. Importer-wholesaler-sales agent requests replies from producers and exporters. Agency and/or direct purchase. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

311 Leather

ITALY—Suede leather for the manufacture of wearing apparel; manufacturer requests replies in Italian. Confezioni Sabry di Silvano Pratelli, Via Botticelli ang. Via M. D'Azeglio, Empoli (Florence). WTD 2/20/64.

326 Pottery

● **PAKISTAN**—Porcelain insulators, 1,952,500, low voltage. Tender No. 4-14/63/529, bid deadline March 25. The Pakistan Telegraph & Telephone Dept., Karachi. Tender documents available from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., upon payment of tender fee of $2.10. (Telephone: TR 9-5800).

329 Abrasive, Asbestos, Nonmetallic Mineral Products

● **KOREA**—Silicon carbide, No. 16-No. 500, about 45 m.t.; fused alumina, No. 30, No. 400, about 15 m.t. Ref. No. FFO-SAI-4-19. Quotation date March 17. The Grinding Wheels Association of Korea, No. 8, 5-ka, Namdaemoon-Ro, Chung-Ku, Seoul. Fob price. Shipment on U.S. flag vessel; cif Pusan or Inchon. PA No. 489-901-356-3008. Limited world wide (901). SBC-105.

■ Diatomaceous earth, 80 m.t. dicalite speed plus, and/or celite, and/or hyflo super cel and/or equivalent quality, for sugar refining. References No. FFO-SAI-4-25. Dai Han Sugar Manufacturers Association, No. 45 Sokong-Dong, Choong-Ku, Seoul.

■ Asbestos, 6 D, 3 refuse, waste and short approx. 81 s.t. Ref. No. FFO-SAI-4-24. Keum Kang Asbestos Cement Ind. Co., Ltd., Seoul.

■ Asbestos, 6-D-3, refuse, waste and short, approx. 90 s.t. FOB price. Ref. No. FFO-SAI-4-23. Hankook Slate Ind. Co., Ltd., No. 2, 20 Ka, Hankang-ro, Seoul. Quotation dates March 19.

All above for PA No. 489-901-356-3008. Limited world wide (901). Delivery: C&F Pusan/Inchon, U.S. flag vessel. Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID., c/o U.S. Embassy, Seoul. SBC-103.

331 Steel Mill Products

See also SPECIAL TRADE LEADS on page 26.

● **BURMA**—Tube steel W/N thread taper screwing 12″, 12¾″ outside dia. x ⅜″ wall thickness hot dipped bitumen coated, inside and outside lap welded, tube end butting in the middle of the coupler recessed at ends, in accordance with B.S.P. 879, in length of 10 ft. each socket with tube, seamless steel, hot finished, 12″ dia., 25 pcs.; steel pipe seamless, black hot finished screwed and socketed for tube well 6″ x 10 ft., 25 pcs. Tender No. 4/05/63-64 (G), bid deadline March 30. The People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

■ **GREECE**—Stainless steel sheets, grades AISI 301 and/or 304, bright annealed and/or 2B, sizes 1.000x2.000 mm and/or k.25 x 2.500 mm, thickness 0.4, 0.5, 0.6, 0.7, 0.8, 1.0, 1.2, 1.5, 2.0, 2.5, 3.0, packed in skids of approx. 1,000 kgs per skid. All prices quoted should be c.i.f. Piraeus basis, including local agent's commission. Subject to GSA Defense Materials Services Procedure. Loan No. 240-H-028. U.S. source. Quotation date March 29. D. Giouroukes & Co., 129 Ermou St., Athens. SBC-103.

■ Stainless steel sheets, mainly excess prime and rejects, grade 18/8, type 302, 304, 430, 316, finish 2B and/or 2D, sizes mainly 2x1 meters and larger, thickness, mainly 0.60 to 3 mm. Quotation date March 22. The Steel Sheets Central Warehouses, S. A., Depot Central de Toles, S.A., 12 Papastratou St., Piraeus. All offers should be air mailed directly to purchasing central office: Amariglio Bros., 12 Papastratou St., P.O. Box 39, Piraeus. Cable quotations acceptable.

■ Stainless steel sheets, in all standard types and sizes, approx. 20,000 lb. Delivery c.i.f. Piraeus. Quotation date March 22. Nikos Mirkas, 3 Normanou St., Athens.

■ Stainless steel sheets, execution 2B quality to AISI 301, 2000 x 1000 x 0.50 mm, 2268 kg.; 0.70 mm, 6000 kg.; 0.60 mm, 1361 kg.; AISI 302, 0.70, 1000 kg. Quotation date March 23. Enossis, S.A., Athinas St., 19, Athens 114.

Loan No. 240-H-028. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-108.

■ **INDIA**—Steel rounds; flats, various sizes and quantities, 32 items. To certain conditions. Import license No. ML 55/1/03-2-08/1. Ref. No. DC/217/BDL/364. Loan No. 386-H-082. U.S. source. Quotation date March 26. Hindustan Machine Tools, Ltd., Jalahalli, P.O., Bangalore 13. Cable: HINDTOOLS, Bangalore. SBC-105.★

■ Nos. 3&4 blast furnaces, skip cars, mn. front and rear wheels, 48 nos., 8.12 tons; scale cars, wheels and axles, 3 nos., 4.1 tons; lowmoor iron rounds, ⅞, 1.¼, 1.⅜, 1.½, 4" dia., total 3,400 kgs.; steel section, lowmoor iron rounds, 1", 1.¼" dia., 100 kg. each. To certain chemical analysis and tensile strengths. Ref. No. DC/217/BDL/342 A. Import license No. CL/55/8/23101/6. Loan No. 386-H-082. U.S. source. Quotation date March 20. The Indian Iron & Steel Co., Ltd., 12 Mission Row, Calcutta 1. Copies of drawings may be obtained from Office of Small Business, Agency for International Development, Room 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-103.

■ C.R.C.A. enamelling grade drawing quality steel sheets, pickled, oiled, size 53x38"x20 G. 9,000 m. t.; C.R.C.A. sheets, same, 85"x39"x 20G. Ref. No. DC/217/BDL/358. IL No. P/RM/001251/R/DL/18/S/D/17/45/138. Quotation date March 23. The Hyderabad Allwyn Metal Works, Ltd., Sanatnagar, P.O. Hyderabad, 18, A.P. Loan No. 386-H-082. U.S. source. SBC-98.

■ Cold rolled steel strips, various sizes, chemical analysis, total 37 m.t., approx.; cold drawn mild steel drawn wire, 5.3 m.t.; cold drawn steel strips, 4 tons. IL No. P/RM/000246/R/DL/18/S/D/17/45/1403. Ref. No. DC/217/BDL/382. Quotation date March 29. Dwarka Industrial Development Pvt., Ltd., Calcutta 13. Cable: DIDCHAIN.

■ Open hearth or hot rolled electric steel, 420 m.t., high carbon steel wire, for making steel ropes, coil size o.d., 42" to 47", I.D. 34-35", each coil weight 600 to 700 lb., to certain analysis, carbon content. Ref. No. DC/217/BDL/370. IL No. P/RM/000319/R/DL/18/S/D/17/45/1080. Quotation date March 27. The Fort William Co., Ltd., Steel Wire & Rope Div., 14 Netaji Subhas Rd., Calcutta 1. Loan No. 386-H-082. U.S. source. SBC-110.★

■ Steel for the manufacture of inlet and exhaust valves for internal combustion engines, by electric upsetting and forging method. Hot rolled, annealed, reeled straight bars in lengths of 11 to 12 ft., black, not ground condition, conforming to BSS 970. EN specn. 18, 24, 40B, 52, 54, 59, various dia. from 8.8 to 10.6 mm, total 49 tons. Subject to GSA Defense Materials Services procedure. Ref. No. DC/217/BDL/366. IL No. P/RM/000560/R/DL/18/S/D/17/45/251. Quotation date March 28. Engine Valves Ltd., Post Box 1305, 354 M.K.N. Rd., Madras 16. Cable: VALVES, Madras. Cable quotations to be followed by detailed airmail confirmation.

■ 3½" dia. high tensile hot rolled alloy steel rounds to BSS 970:1955 EN 24, heat treated condition, lengths 6'6", 100 ocs., 9½ tons; 2½" dia., high tensile squares, rounded corners, same specn. EN 21, lengths 18'-2", 55 tons; ⅝" rounds, high tensile, EN 21, 25,000 lb., 12 tons approx.; ⅞" dia. high tensile bright drawn, to EN 15, lengths 13', 6", 12 tons. Shipment by end of April; C&F Bombay, per m.t. by at least 75% U.S. flag vessel, balance, Indian flag vessel. Subject to GSA Defense Materials Services procedure Ref. No. DC/217/BDL/367. IL No. P/RM/001700/R/DL/18/S/D/17/45/542. Quotation date March 27. Mahindra Owen Ltd., 148 Bombay Poona Rd., Pimpri, Poona.

■ Oil hardening tool steel to analysis C 0.9, mn 1.2, si. 0.3, tu. 0.5, ch. 0.5 va. 0.2, ground flat stock, ¾"x18"x12', 250 Nos.; rounds sizes ¼" to 8" dia., total 7400 ft. IL No. P/RM/000541/R/DL/18/S/D/17/45/51. Ref. No. DC/217/BDL/369. Quotation date March 27. Gabriel India, Ltd., S. 304 Agra Rd., Mulund, Bombay, 80 NB.

Loan No. 386-H-082. U.S. source. SBC-109.★

● **IRAQ**—400,000 sets fastenings for B.S. 90 lb. rail with prestressed concrete sleepers. Tender No. IRRS/G/IT/13/1964, bid deadline March 25. Terms and specifications may be obtained from the Directorate General, Iraqui Republican Railways, Baghdad against payment of $14 per copy, free of postal charges. General conditions and specification available for review only in Room 4222, Iron & Steel Division, U.S. Department of Commerce, Washington, D.C. 20230.

● **IRAQ**—Seamless steel pipe, carbon, 10 items from ½" o.d. through 6" o.d., a total of 18,707 ft. Spec. ASTM-A-106/58T. Tender No. 4/64, bid deadline March 28. Terms and specifications may be obtained from the Government Oil Refineries Administration, GORA, Baghdad, against payment of $2.80 per copy, free of postal charges.

■ **PAKISTAN**—M.S. sheets, cold rolled, commercial quality, pickled and oiled, to ASTM A-366-58T; 8'x4' or 8'x3', gauges 24, 20. $5,250. M.S. sheets, hot rolled, commercial quality, open hearth, standard U.S. tolerance, 8'x4' or 8'x3'; 12, 16, 18 gauge. $6,300. M.S. plates, hot rolled, prime, to ASTM A-7, 20% elongation, 28/33 T.P.S.I.; 8'x4' or 10'x5'; ¼" thick. $3,150. Alloy tool steel; 12-12.50% cobalt, grey cut; usual length; 14"x14", 15"x7", or 16"x8". $12,350. FAS per long ton, freight to Karachi, U.S. vessel. IL No. 359061. Ittefaq Foundry & Workshop, Ltd., 90 Railway Rd., Lahore, W. Cable, ITTEFAQCO, Lahore.

■ Galvanized iron plain sheets, prime quality, to ASTM-Q-1-716(3), 8'x3'x24/26/28/30 BG; or mild steel black plates, prime quality, 8'x4'x¼"; or mild steel black plates, prime quality, 8'x3'x10/11/18/16 BG. Approx. 45 l.t. IL No. 364210. Chiraghuddin & Sons, Thakarsingh Gate, Gujranwala.

■ Galvanized corrugated sheets, commercial coating 1.25 oz. per sq. ft.; 10/3" corrugation, ⅝" deep, 32" wide after corrugation; lengths 96", 120"; BG 24, 26; packed in bundles of 150/200 lb. net; to ASTM-A-361-59T. Approx. $10,500. IL No. 365378. Muhammad Sharif & Sons, 129 Loha Market, Lahore.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft.; 8'x3'; BG 24, 26. 28, 30. Approx. $10,500. IL No. 362004. 100% U.S. vessel. Excelsior Traders, 149/B, G.T. Rd., Baghbanpura, Lahore.

Purchases to be financed by loan not yet authorized. U.S. source. Quotation date March 19. SBC-102.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3'x8'; BG 24, 30. Approx. $10,500. IL No. 361944. Qasim Ali Fakhar-ud-Din, 230 Loha Market, Landa Bazar, Lahore.

■ Nail wire, 8/18 gauges; screw, 8/12 gauges; G.I. wire, 18/30 gauges. Approx. $33,200. IL No. 378762. M.S. sheets, gauges, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30. M.S. plates, ¼", ⅜", ½". Steel rounds above 3" diameter. Approx. $10,500. IL No. 378881. FAS, C&F. Khairpur Industries, Lt., 211/5 Industrial Town, Post K.T.M., Khairpur Mir's.

Purchases to be financed by loan not yet authorized. U.S. source. Quotation date March 18. SBC-102.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft., to ASTM-A-361-59T; 3'x8'; BG 22, 24, 26, 28, 30. $6,300. Galvanized corrugated sheets, commercial, coating 1.25 oz. per sq. ft.; 10/3" corrugation, ⅝" deep, 32" wide after corrugation; length 96"; to ASTM-A-361-59T. $4,200. IL No. 361958. Fakhur-ud-Din & Bros., 123 Loha Market, Landa Bazar, Lahore.

■ Steel sheets, CRCA, commercial quality, pickled and oiled, annealed, to ASTM-A-366-58T; 3'x8'; BG 14, 16, 18, 20, 22. Approx. $10,500. IL No. 361956. Qamar Din Siraj Din, No. 199 Landa Bazar, Loha Market, Lahore.

■ Steel sheets, CRCA, commercial quality, pickled and oiled, annealed, to ASTM-A-366-58T; 3'x8'; BG 24, 26, 30. $6,300. M.S. plates, hot rolled, commercial quality, mill edge; 4'x8'; 3/16"; ¼"; to ASTM-A-415-58T. $4,200. IL No. 261970. Mohammad Yamin Zahurul Hassan, 134 Loha Market, Landa Bazar, Lahore.

■ Steel sheets, CRCA, commercial quality, pickled and oiled, annealed, to ASTM-A-366-58T; 3'x8'; BG 16, 18, 20. $8,400. Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft.; 3'x8'; BG 24; to ASTM-A-361-59T. $2,100. IL No. 368107. Khurshid Alam, 163 Iron Market, Lahore.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft.; 3'x8'; BG 24, 26, 28, 30; to ASTM-A-361-59T; in lifts of approx. but not exceeding 6,000 lb. Approx. $8,400. M.S. plates, hot rolled, commercial quality, mill edge, carbon .337 max.; 4'x8'x3/16". Approx. $2,100. IL No. 364430. Mohd Akram & Sons, Badami Bagh, Lahore.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft.; 3'x8'; BG 22, 24, 26, 28, 30. Approx. $10,500. IL No. 355666. Shamshar Ali Ghazanfar Ali, 150 Loha Market, Landa Bazar, Lahore.

■ M.S. joists; 5"x3", 7x3⅜", 8"x4", 10"x4⅝", 12"x5¼", 12"x6". Approx. $10,500. IL No. 368357. Mughal Sons, 181 Loha Market, Landa Bazar, Lahore.

Purchases to be financed by loan not yet authorized. C&F Karachi. Prices per long ton; particulars of packing for each item to be indicated; FOB/FAS cost and freight to be quoted separately; 100% U.S. flag vessels. U.S. source. Quotation date March 19. SBC-102.

■ Mild steel bright bars round, cold rolled free machining, cold forming and forging quality, in straight lengths, oiled, AISI C4018, various sizes and total quantity approx. 11 tons; mild steel bright, round, cold rolled medium high carbon, straight lengths, AISI C1035, ¾", 10 cwt.; mild steel bright round, cold rolled, smooth finish for plating, heat treating quality, oil and water hardening, straight lengths oiled, AISI C-1045, 0.176" 7 cwt.; mild steel bright round, cold rolled, free machining and screwing quality, straight lengths, AISI C1212; same, AISI 5115; steel mild octagonal bright, cold rolled, free machining, MXOH; steel sheets, 8x4', various sizes, 9 items; steel tube and spoke wire, 23 items, all annealed. Import license No. 343605. Saifee

Development Corp., Ltd., St. No. 1, South Ave., Sind Industrial Trading Estates, Karachi 16.

■ Galvanized plain sheets, zinc coating, 1.25, gauge 16 through 30, to ASTM-A-361-59T; M.S. sheets, CRCA to ASTM-A-366-58T, 16-30 G; M.S. plates, ⅛;-2"; ASTM-A-415-58T. $10,500. IL No. 337130. Messrs. Central Steel Supply Agency, Opp. Lakshmi Bldg., Bunder Rd., Karachi.

Both above purchases to be financed by loan not yet authorized. U.S. source. Quotation dates March 19. SBC-98.★

■ Galvanized iron plain sheets, coating 1.25, gauges 16-30, to ASTM-A-361-59T; M.S. sheets, CRCA, gauges 16-30, to ASTM-A-366-58T; M.S. plates, ⅛"-2", to ASTM-A-415-58T. Approx. $10.500. C&F. IL No. 387381. Crown Traders, P.O. Box 7125, Barness St., Near Hasanali Hothi Market, Karachi.

■ Steel sheets, cold rolled, commercial quality, oiled, soft temper; 8'x3'; BG 24, 26, 28; 90 L.T. Approx. $17,200. Packed in paper lined metal envelopes, banded, on skids each weighing approx. 3 tons. To ASTM-A-366. Mill test certificate to be furnished. IL No. 345489. M.E. Dadabhoy & Sons, Jehangir Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable, AYDASAN, Karachi.

■ Cold rolled steel sheets, commercial quality, to ASTM-A-366, packed in 3-ton metal containers; 6-8'x3'; gauges 16, 18, 20, 22, 24, 26. Approx. $9.000. 100% U.S. flag vessels. Prices per long ton, particulars of packing to be indicated, FOB/FAS cost quoted separately. IL No. 376038. Metal Crafts Corp., 51/10 Ghulam Husain, Qasim Rd., Garden West, Karachi 3.

■ Galvanized plain sheets, zinc coating 1.25, gauges 16-30, to ASTM-A-361-59T; M.S. sheets, CRCA, gauges 16-30, to ASTM-A-366-58T; M.S. plates, ¼"-2", to ASTM-A-415-58T or standard; galvanized black pipes; ¼"-8", to ASTM-A-120/API-5L. Approx. $10,500. IL No. 380535. M/s. Associated Commercial Corp., Dasture Bldg., Hoti Market, Karachi.

■ Galvanized iron sheets, plain, zinc coating 1.25, gauges 16-30, to ASTM-A-361-59T; M.S. sheets, CRCA, gauges 16-30, to ASTM-A-366-58T; M.S. plates, ⅛"-2", to ASTM-A-415-58T; M.S. pipes, dia. ½"-6", to ASTM-A-120/API-5L; G.I. pipes, dia. ½"-6", to ASTM-A-120/API-5L. $10.500. IL No. 245714. M/s Haidary Trading Co., Old Haji Camp, Harchanrai Rd., Karachi.

Above purchases to be financed by loan not yet authorized. U.S. source. Quotation date March 22. SBC-105.

■ Foundry pig iron; analysis, C 3.5/4.5%, Si 2.5/3.0%, Su .03% max., Mn .5/.9%, Ph .40/.50%. Approx. $10,400. Loan No. 391-H-066. U.S. source. Quotation date March 22. IL No. 351653. Salika Sewing Machine Co. (Ind.), Frere Rd., Karachi. SBC-105.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft., to ASTM-A-361-59T; 3'x8', BG 22. 24, 26, 28, 30. Approx. $10,500. IL No. 361955. Shaukat Ali Mohd Ali, 133 Loha Market. Landa Bazar, Lahore.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft., to ASTM-A-361-59T; 3'x8', BG 22. 24, 26, 28, 30. Approx. $10,500. IL No. 362014. Mohd Bashir Rukan Din, Shop 204, Landa Bazar, Loha Market, Lahore.

■ M.S. joists, 5"x3", 7"x3⅝", 8"x4", 10"x 4⅝", 12"x5¼", 12"x6". Approx. $10,500. IL No. 364431. Hasan Bros., Amin Market, 11 Brandreth Rd., Lahore.

■ M.S. joists, 5"x3", 7"x3⅝", 8"x4", 10"x4⅝", 12"x5¼", 12"x6". Approx. $10,500. IL No. 368358. Ghulam Hussain & Sons, Noor Rd., Badami Bagh, Lahore.

Purchases to be financed by loan not yet authorized. U.S. source. Quotation date March 19. Prices per long ton, particulars of packing for each item to be indicated, FOB/FAS cost and freight to be quoted separately. 100% U.S. flag vessels. SBC-100.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 30. Approx. $10,-500. IL No. 365376. Muhammad Yamin & Sons, 120 Loha Market, Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 26, 30. Approx. $10,-500. IL No. 365377. Saghir-ud-Din & Sons, 127 Loha Market, Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 28, 30. Approx. $10,500. IL No. 356674. Mohd Hassan Mohd Shabbir, Loha Market, Landa Bazar, Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 28, 30. Approx. $10,500. IL No. 368111. Sh. Maqbool Elahi & Bros., 157 Loha Market, Lahore.

■ Galvanized plain steel sheets, open hearth, prime commercial quality, 1.25 oz. zinc coating per sq. ft., 3'x8', 30 BG. Approx. $10,500. IL No. 361602. Habib Ahmad, 174 Loha Market, Lahore.

Purchases to be financed by loan not yet authorized. U.S. source. Quotation date March 19. SBC-100.

■ Bright drawn steel core wire manufactured from non-killed steel rimmed quality. C 0.12% max.; Mn 0.40%-0.60%; Ph, Su, Si 0.04% max.; Ph and Su combined not exceeding 0.07%. Tolerance + 0.000, —0.003. Wire must be truly circular, free from non-metallic inclusions, uniform through length; in catchweight coils of 150 lb. ea.; paper wrapped. 10 SWG, 35 tons; 8 SWG, 20 tons. IL No. RM 062805. Loan No. 391-H-066. U.S. source. Quotation date March 20. Pakistan Oxygen, Ltd., Ramgarh Rd., Jallalabad, Chittagong, E. SBC-100.

■ M.S. sheet, cold rolled, close annealed, dull finish, non-oiled, 100% prime, single mill run, to ASTM A-366-58T; 35⅝"x70⅞", 18 USG, approx. 345 L.T.; 25⁷⁄₁₆"x76⅛", 18 USG, approx. 184 l.t. In strong steel envelopes, waterproof paper lined, on skids, each package 6.000 lb. Prices C&F Karachi per long ton, FAS U.S. port, freight rate indicated clearly. 100% U.S. flag vessels. Shipping documents to be accompanied by mill certificate stating goods are of 100% prime quality and giving full details of commodity. To various other conditions. Quotation date March 22. U.S. source. Purchase to be financed by loan not yet authorized. IL No. 376399. United Container Industries. Ltd., City P.O. Box 5143, Karachi 2, W. SBC-100.★

■ Galvanized plain iron sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz. per sq. ft., both sides; 8'x3'; BG 24 or 26. $5,250. Steel sheets, cold rolled, commercial quality, to ASTM-A-366; 8'x3'/4'; BG 18. 20, or 22. $5.250. IL No. 354530. Messrs. Haji Khushi Mohammed & Co., Serai Rd., Karachi 2. Cable, DHUNDA.

■ Galvanized plain iron sheets, commercial quality, to ASTM A-361-59T, zinc coating approx. 1.25 oz. per sq. ft., both sides; 8'x3'; BG 24, 26, or 30. $3.150. Steel sheets, cold rolled, commercial quality, to ASTM A-366; 8'x3'/4'; BG 18, 20, or 24. $4.250. M.S. plates, hot rolled, commercial quality; 8'x4'; thickness ⅛", 3⁄16", or ¼". $3,150. IL No. 388204. Messrs. Suleman Ebrahim Co., Saleh Mohammed St., Opp. Gordhandas Market, Karachi. Cable. NASROOM.

■ Plain galvanized steel sheets, A-361-58T, coating 1.25 oz. per sq. ft.; 3'x8'; BG 16, 18, 20, 24, 26, 28, 30. Approx. 50 tons. Corrugated galvanized steel sheets, A-361-58T, coating 1.25 oz. per sq. ft.; 3'x8'/10'; BG 24, 26, 28, 30. Approx. 50 tons. M.S. plates, carbon 0.33%, A-7; 4'x8'; thickness ⅛", 3⁄16", ¼", 16 BG. Approx. 50 tons. 100% U.S. flag vessels. Prices per long ton, C&F Karachi, freight charges separately, full particulars of packing to be indicated. IL No. 380130. R. Mohamed Idu, Mohamedshah St., Jodia Bazar, Karachi.

■ Plain galvanized steel sheets, A-361-58T, coating 1.25 oz. per sq. ft.; 3'x8', BG 16, 18, 20, 24, 26, 28, 30. Approx. 50 tons. Corrugated galvanized steel sheets, A-361-58T, coating 1.25 oz. per sq. ft.; 3'x8'/10'; BG 24, 26, 28, 30. Approx. 50 tons. M.S. plates, carbon 0.33%, A-7; 4'x8'; thickness ⅛", 3⁄16", ¼", 16 BG. Approx. 50 tons. 100% U.S. flag vessels. Prices per long ton, C&F Karachi, freight charges separately, full particulars of packing to be indicated. IL No. 379908. Roshan Mohamed & Bros., Jodia Bazar, Mohamedshah St., Shop No. 4, Karachi.

Purchases to be financed by loan not yet authorized. U.S. source. Quotation date March 18. SBC-101.

■ Tinplates, prime coke and/or electrolytic, coating 0.25/1.25, gauge 30, 18" x 24" and larger and/or 18¾"x28" or 20"x30"; $10,500; c&f. Quotation date March 16. M/s Alibhoy Mamooji Darugar & Sons, Marriot Rd., Karachi.

■ Tinplate, prime coke and/or electrolytic, gauge 30, coating 0.25/1.25, 18"x24" and larger and/or 18¾"x28" or 20"x30"; $10,500. Prices per l.t., c&f Karachi, ocean freight rate separately, 100% U.S. flag vessel. Quotation date March 16. M/s Shabbir Cycle & Motor Co., Frere Rd., Karachi.

■ Tinplate, prime coke and/or electrolytic, coating 0.25/1.25, gauge 30, 18"x24" and larger, 18¾"x24" or 20"x30"; $10,500; c&f; 100% U.S. vessel. Quotation date March 17. M/s S. Mohamed Latif & Sons, Khalid Manzil, Mithadar, Karachi.

■ M.S. strips, 3"x24"x10/30G; $31.500. Electrolytic and/or prime coke tinplate, coating 0.25/1.25, gauge 30, 18"x24" and larger and/or 18¾"x28" or 20"x30"; $31,500. Quotation date March 17. M/s. Punjab Cloth House, 57 Aurangzeb Market, Bunder Rd., Karachi.

■ Electrolytic tinplate, prime, U/A, 0.75 lb. coating, 107 lb. base weight; 18¾"x28", 20"x 30", in proportion 70%, 30%; $21.000. Prices per l.t., c&f Karachi, ocean freight separately, standard mill export packing. Quotation date March 17. Messrs. Karachi Tin Factory, Kutchi Gali No. 2, Karachi 2. Cable: MONPURWALA.

■ M.S. billets, SAE 1010/1020, 2" or 1¾" square, tensile strength 28/32 tons/sq. in., min. elongation 20%; heat marked, with works test certificate; $100.000. Prices per l.t., f.a.s.; freight charges indicated separately. Quotation date March 17. Salim Industries. Behind Laxmi Bldg., Kasur St., Karachi 2. Cable: HARDUM.

■ Cold reduced electrolytic tinplate suitable for manufacture of 4-imperial-gallon kerosene tins; bright coating, nominal wt. 0.75 lb. per base box; thickness 0.0118", equivalent to I.C. substance 108 lb. per base box; large body sheets 18⅞"x28", large end sheets 20⅛" x30¾6". Prices per l.t., particulars of packing to be indicated, 100% flag vessel. Quotation date March 18. Burmah-Shell Oil Storage & Distributing Co. of Pakistan, Ltd., P.O. Box 4712, Cotton Exchange, McLeod Rd., Karachi. Cable: BURMAHSHEL, Karachi.★

To be financed by a loan not yet authorized. National Bank of Pakistan. Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840. Karachi 2. U.S. source. Tinplate subject to

GSA Defense Materials Service procedure. Ref. No. ICA/OSB/BKS. SBC-113.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. B.W., 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplate, 18"x24" and larger, assorted to size, 107 lb. B.W., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; to U.S. Q-Q-T-425; $21,000. Ref. No. OSB/64-564. Waheed & Co., 14 Saleh Mohammed St., Karachi. Cable: ISLAMSONS.

■ CRCA strips, coiled, in rolls, width 7"-11", gauges 26, 28, 30, 32; packed in coils/rolls not exceeding 1½ tons in weight; $105,000. Ref. No. OSB/60/560. Pakistan Aluminum & Industrial Works, Ltd., Jehangir Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable: SHEETS, Karachi.

■ Electrolytic tinplate, prime, U/A, coating 0.25 and/or 0.50, 0.75, gauge 30, 18¾"x28", 20"x30"; and/or coke tinplate, prime, U/A, 1.25 coating, 30 gauge, 18¾"x28", 20"x30"; $10,500. Prices per l.t., c&f Karachi/Chittagong, ocean freight rate indicated separately, standard export packing, 100% U.S. flag vessels. Ref. No. OSB/65-565. M/s E. Y. Zainul Ali Raza & Co., Frere Rd., Karachi.

■ Electrolytic tinplates, 0.25 coating both sides, bright, soft temper, unassorted, 107 lb., 30 gauge, 18"x24" and larger; $10,500; c&f Karachi. Prices per l.t., fas cost and ocean freight indicated separately, 100% U.S. flag vessel. Ref. No. OSB-63-563. Hussain Abdul Sattar & Bros., 13/2 Fadoo Bldg., Bunder Rd., Karachi 2.

■ Pig iron, foundry grade I; analysis, C 3.50/4%, Si 2.75/3.5%, Mn 1/1.5%, Ph 0.40% max., Su 0.35% max.; $5,250. Tinplate waste waste; $5,250. Ref. No. OSB-61-561. M/s Iqbal & Co., Cloth Merchants, Iqbal Market, Shop 108, Newnham Rd., Karachi.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. U.S. source. Quotation date March 17. Tinplate subject to GSA Defense Materials Service procedure. SBC-113.

■ Electrolytic tinplates, prime, bright, soft temper, base weight 107 lb., 30 gauge, coating 0.25-0.50; $21,000. Ref. No. OSB-67-567. Salimullah & Co., 620 Qamara House, Bunder Rd., Karachi.

■ Electrolytic tinplates, 0.75 lb. coating; 27⅝" x22¾", 30¾"x30¼", 29¾"x18", 31⅜"x19½", 27⅞"x21¼", 29⅞"x20⅝", 18¾"x28", 20"x30"; substances, 108, 108, 95, 100, 90, 90, 108, 108 respectively. Electrolytic tinplates, 0.25 coating, 18"x24", 18¾"x28", or 20"x30", gauge 30, base weight 107 lb.; $5.250. Pig iron, grade FL-23 or alternative; $5.250; c&f. Ref. No. OSB-66-566. M/s. Attur Rehman & Co., Star Bldg. A.M., 10 Frere Rd., Karachi 1. Cable: AHMEDPAI, Karachi.

■ Tiplates, prime coke and/or electrolytic, coating 0.25/1.25, gauge 30, 18"x24" and larger and/or 18¾"x28" or 20"x30"; $10.500; c&f. Pig iron. FL-23 or alternative: $10.500. Ref. No. OSB-69-569. Messrs. Quadri Steel Works, Saddar, Karachi.

■ Electrolytic tinplate, full bright, assorted sizes, 20"x28" and larger, gauge 30; $10,500; c&f. Ref. No. OSB-68-568. National Chemical Industries. F/1, S.I.T.E., Opp. General Motors, Mauripur Rd., Karachi 13.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. U.S. source. Quotation date March 18. Tinplate subject to GSA Defense Materials Service procedure. SBC-113.

■ Electrolytic tinplate, 0.25 coating, bright, soft temper, 18"x24" and larger, 107 lb. base weight, 30 gauge; $10,500. Subject to GSA Defense Materials Service procedure. Ref. No. OSB-57-557. Quotation date March 16. Modern Trading Co., Kutchi Gali No. 1, Karachi. To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. U.S. source. SBC-113.

■ Mild steel plates, 11,440 cwts; wrought iron sheets, galv., corrugated 2100 cwt. Mild steel sheets, sizes 11,410 cwts, Tender No. 214 (Commodity AID 64(P7) (A); Mild steel sheets, galv., 700 cwts. Bid deadline March 31.

■ Aluminum sheets 3,191 Nos.; antimony ingot, 520 cwts, Tender No. 214 (Commodity Aid) 64(P7) (B). Deadline March 31.

■ Creosote oil, 800 tons, deadline March 26. Tender No. 214 (Commodity Aid)64(P7) (C). Ball and roller bearings, 774 Nos., deadline March 26. Tender No. 214 (Commodity Aid) 64(P7) (D). Loan No. 391-H-066. U.S. source. Chief Controller of Purchase, Pakistan Western Railway, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-110.

■ Electrolytic tinplate waste waste, bright finish, 18"x24" and larger, 30-33 gauge, assorted and unassorted to size and gauge; tinplate misprints, same; $10,500. 100% U.S. flag vessels. Subject to GSA Defense Materials Service procedure. Ref. No. FE/LC/OSB/2782. National Industries, 1/7 Azizullah Rd., Dacca.

■ Mild steel billets, prime quality, to SAE 1020/1010, 28/30 tensile strength, 20% min. elongation; 3"x2", 2½"x2½"; length 18'-20'; heat marks die stamped, accompanied by works test certificate; $104,200; c&f Chittagong; Ref. No. FE/LC/OSB/2803. Pig iron, ASTM-A43-55T, foundry grade, machine cast; analysis, C 3.5-4.5%, Si 3.00-3.25%, Su .05% max., Ph .71-.90%, Mn .51-.75 or other formula; $10,500; Ref. No. FE/LC/OSB/2788. Rahman Metal Industries, 404 Industrial Area, Tejgaon, Dacca, E.

■ Pig iron, foundry quality, grade 1; $25,000; 100% U.S. flag vessel. Ref. No. FE/LC/OSB/2786. The Fabrication, Foundry & Engineering Works, 19 Baitul Nukarram, Ramna, Dacca. Cable: PIONEERS, Dacca.

■ Pig iron, foundry grade No. 1; analysis, C 3.0-4%, Si 2.25-2.75%, Mn 1% max., Ph 0.3-0.5% max., Su .05% max; $15,750; fas/c&f. Ref. No. FE/LC/OSB/2869. Diamond Engineering Works, 19 Kalicharan Saha Rd., Faridabad, Dacca 4. Cable, same.

To be financed by a loan not yet authorized. National Bank of Pakistan, Dacca. U.S. source. Quotation date March 20. SBC-115.

■ Cold rolled steel sheets, commercial quality, to ASTM A-366; 8'x3'/4'; BG 18, 20, 22, 24, equally assorted; $8,400. Plain iron sheets, galvanized, commercial quality, to ASTM-A-361-59T, zinc coating approx. 1.25 oz. per sq. ft., both sides; 8'x3'; BG 26 or 30; $2,100. IL No. 335279. Messrs. Ahmed Bros., 67/3 Newnham Rd., Karachi. Cable: AMBITION.

■ Steel pipe, to various API specifications, large quantities in feet; fittings, various; 54 items. IL No. 335373. Karachi Gas Co. Ltd., Wariawa Bldg., McLeod Rd., Karachi.★

■ Galvanized plain steel sheets, 1.25 oz. zinc coating, 16-30 guage, min. width 2 ft., min. length 4 ft.; and/or galvanized corrugated sheets, 1.25 oz. zinc coating, 32" wide after corrugation, length 6-12 ft., 24-30 gauge; and/or m.s. plates, commercial quality, ⅛"-2" thick, width 3 ft. and up, length 6 ft. and up; and/or m.s. sheets, CRCA, 12-30 gauge, min. width 2 ft., min. length 4 ft.; and/or stainless steel sheets, non-magnetic, gauge 10-30, width 2 ft. and up, length 4 ft. and up; and/or m.s. black seamless pipe, standard mill production lengths and wall thicknesses, dia. ½"-6"; and/or galvanized steel pipe, standard mill production lengths and wall thicknesses, dia. 4"-6"; and/or galvanized iron wire, 6-30 gauge, in catchweight coils. Tinned steel strips for manufacturing butterfly openers of boot-polish tins, in coils, packed in wooden boxes; widths 32, 34 mm.; $10,500. 100% U.S. flag vessel. IL No. 383248. Erris Trading Corp., 83/84 Wazir Mansion, Nicol Rd., Karachi 2. Cable: ERRISTCO, Karachi.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 16. SBC-101.

■ Tack wire, open hearth, bright drawn, low carbon, annealed in process, cold heading quality, to AISI C-1008, one continuous length of wire per coil, wt. 110 lb. each, tensile strength 35-40 kg./mm²; SWG 16, BWG 15, 18, in equal quantities; $11,700. Prices c&f Karachi per l.t., fas and freight from U.S. port to Karachi. IL No. 380221. Alba Industries, Serai Rd., Karachi 2.

■ Galvanized plain sheets, commercial quality, 1.25 oz. zinc coating, bright, to ASTM 58T; 8'x3'; BG 24, 26, 28, 30; $7,350. IL No. 354321. Yousuf Hardware Industries, 152 Marriot Rd., Karachi.

■ Galvanized plain sheets, zinc coating 1.25, gauges 16-30, to ASTM-A-361-59T; m.s. sheets, CRCA, to ASTM-A-366-58T, gauges 16-30; m.s. plates, ⅛"-2", to ASTM-A-415-58T; $10,500; c&f. IL No. 380415. Messrs. Mohamed Iqbal, Sharif Manzil Rm. A-3, Near Shoe Market, Lawrence Rd., Karachi.

■ Galvanized plain sheets, 1.25 oz. zinc coating on both sides, bright; 8'x3'; BG 18, 20, 24, 26, 30, in equal quantities; $10,500; c&f. IL No. 210749. Haji S. Mohammed Ahmed (Dehliwala), Ghulam Mohammed St., Nanakwara, Karachi.

■ Steel sheets, cold rolled, close annealed, pickled and oiled, prime quality, ASTM A-366-58T; 2' x 4' and larger' gauges 18, 20, 22, 24, in equal quantities; approx. $12,500. IL No. 375857. Barbar Metal Industries, E-34, Estate Ave., S.I.T.E., Karachi 16. Cable: YES SAFETY.

■ Bright steel wire, AISI C-1010 or C-1008, stock lot, BWG 6-20, in coils; approx. $79,500. IL No. 343445. M/s. R. Suleman Agha (Agha Industries), Serai Rd., Karachi 2. Cable, LUCKYTRADE.

■ M.s. plates, hot rolled, commercial quality, 8' x 4', thicknesses ⅛", 3/16"; $5,250. Plain iron sheets, galvanized, commercial quality, to ASTM A-361-59-T, zinc coating 1.25 oz. per sq. ft., both sides; 8' x 3'; equal quantities BG 24, 30; $5,250. IL No. 388210. Messrs. Ebrahim Valimohamed, B.R. 5/22/9-126 Chagla St., Karachi 2. Cable, KATIL.

■ Plain iron sheets, galvanized. commercial quality, coating 1.25 oz., to ASTM A-93-58T; 8' x 3', BG 24, 26, 28, 30; $10.500. Prices c&f Karachi per l.t., fob/fas cost and freight quoted seperately, 100% U.S. flag. IL No. 385183. Dawood Haji Ahmed, Phool Chowk, Juna Market, Karachi.

■ Plain steel sheets, prime, galvanized, coating 1.25 oz. per sq. ft., both sides; 8' x 3'; 24, 30 gauge; $10;500; fas, c&f. Any standard U.S. specification or ASTM-365-58T. IL No. 344639. Sami Ahmed & Sons, Temple Rd., Ratan Talab, Karachi.

■ Steel sheets, cold rolled, commercial quality, oiled, soft temper; 8' x 3', 26 BG; approx. 60 l.t. Packed in paper lined metal envelopes, banded, on skids, each weighing approx. 3 tons, to ASTM-A-366; mill test certificate to be furnished. IL No. 379060. Dadabhoy Trading Co., Juna Market, Karachi 2.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 17. SBC-101.

■ Galvanized plain sheets, zinc coating 1.25, gauges 16-30, to ASTM-A-366-59T; m.s. sheets, CRCA, gauges 16-30, to ASTM-A-361-58T; m.s. plates, ⅛"-2", to ASTM-A-415-58T; m.s. pipes, diameter ½"-6", standard ASTM specifications; G.I. wire, gauges 6-30, standard ASTM; approx. $10,500. IL No. 380414. M/s. Salim Bros., 6 Suteria Bldg., Allahad St., Karachi.

■ Galvanized plain sheets, zinc coating 1.25, gauges 16-30, to ASTM-A-361-59T; m.s. sheets, CRCA, gauges 16-30, to ASTM-A-366-58T; galvanized wire, gauges 6-30, standard ASTM; m.s. plates, ⅛"-2", to ASTM-A-415-58T; $10,-500. IL No. 354667. Messrs. Ahmedali & Bros., 39 Marriot Rd., Karachi.

■ Mild steel joists, American standard beams, random length 30/40 ft., to ASTM-A-7; 6" x3", 7"x4", 8"x4". $10,500 IL No. 351658. Building Store, New Challi, Frere Rd., Karachi. Cable, ASSOAGE.

To be financed by loan not yet authorized. U.S. source. Quotation date March 16. SBC-105.

■ Electroplytic tinplate, prime, coating 0.25, 0.50, 0.75; 10-¾"x28", 20"x30"; base weight 107 lb.; gauge 30, 31, 32; prime coke tinplate, coating 1.25, same size, base weight; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70-107, soft temper, bright finish; same, except misprints; tinplate circles, 2"-8" dia.; $63,000. Ref. No. OSB/74-574. Adam Ltd., Mohd. Feeroz St., Jodia Bazar, Karachi. Cable, same.

■ Mild steel strips, width not exceeding 280 mm, thickness not exceeding 3.251 mm; packing, coils/rolls not exceeding 1½ tons in weight; $105,000; c&f. Everest Corp., Rawalpindiwala Bldg., Serai Rd., Karachi.

■ Electrolytic tinplate, coating 0.75, base weight 107 lb., USG 30; 17¾"x28", 75%; 20"x30", 25%; $105,000. Rashid Corp., 8 Anjuman Ara-Mansion, Ranchore Line, Chunna Bhatti, Karachi. Cable, same.

■ Pig iron, foundry grade FL-23 or alternative, $10,500, c&f. Tinplate, prime coke and/or electrolytic, coating 0.25/1.25, gauge 30; 18" x24" and larger and/or 18¾"x28" or 20"x 30"; $105.000; c&f. Ref. No. OSB-70-570. H. Ismail & Co., 119 Liaquat Mkt., Karachi.

■ Electrolytic tinplate, coating 0.75, base weight 107 lb., USG 30; 18¾"x28", 75%; 20" x30", 25%; $10,500. Ref. No. OSB-71-571. Feroz Ahmed & Co., 157 Frere Market, Frere Rd., Karachi. Cabie, same.

■ Machine cast foundry pig iron; analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%; $5,250. Tinplates, prime coke quality, 1.25 coating, bright, soft temper; 18¾"x28", 107 lb. base weight, 30 gauge; $5,250. 100% U.S. flag vessels; c&f. Abdul Razzak Bros., Anaj Mandi, Shikarpur, W.

■ Machine cast foundry pig iron; approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%; $5,250. Tinplates, prime coke quality, 1.25 coating, 107 lb. base weight, 30 gauge; 18¾"x28" and/or 20"x30"; $5.250. 100% U.S. flag vessels. Hussain Mohammad, Anaj Mandi, Shikarpur, W.

To be financed by a loan not yet authorized. National Bank of Pakistan, Karachi 2. Quotation date March 20. U.S. source. Tinplate subject to GSA Defense Materials Service procedure. SBC-115.

■ Electrolytic tinplate, prime, U/A, .25 coating per sq. ft. both sides, U.S. standard specifications; $5,250. Subject to GSA Defense Materials Service procedure. 100% U.S. flag vessel. Quotation date March 20. Ref. No. FEX.BR.1366. M. Rehmatullah & Sons, Cloth Market, Rawalpindi, W. To be financed by a loan not yet authorized. National Bank of Pakistan, Rawalpindi. U.S. source. SBC-115.

■ Electrolytic tinplate, U/A, export packed, base weight 107 lb., coating 0.75 lb., 18¾"x 28"; 624 l.t. Same, 20"x30"; 1,208 l.t.; $84,000. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately; shipment by U.S. vessel, Conference Line steamer plying on direct Mediterranean route. Sarfaraz Khan, Campbell St., Karachi.

■ Machine cast foundry pig iron; approx. analysis, Si 2.5-3.25%, Su .05% max., Ph .30-1%, C 3.00-4.5%, Mn 1-1.25%; $5,250. Electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, usual packing, 18¾"x28", 20"x30"; electrolytic tinplates, 18"x24" and lighter, 0.25 coating, both sides bright, soft temper, 30 gauge, usual packing; $5,250. Ref. No. ICA:OSB:BKS. Mulla Mohammed Ishaq, Islami Chowk Marriot Rd., Karachi. Cable, same.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2 .U.S. source. Quotation date April 1. Tinplate subject to GSA Defense Materials Service procedure. SBC-115.

■ Electrolytic tinplate, U.S. QQ-T425; $10,500. Subject to GSA Defense Materials Service procedure. Quotation date March 20. Ref. No. OSB/73-573. Suleman Ismail & Co., 227/B Gordhandas Market, 1st Floor, Karachi 2. To be financed by a loan not yet authorized. National Bank of Pakistan, Karachi. U.S. source. SBC-115.

■ Machine cast foundry pig iron; approx. analysis, C 3.00-4.5%, Si 2.5-3.25%, Mn 1-1.25%, Ph .30-1%, Su .05% max.; $10,500. Ref. No. FE/LC/OSB/2951. Tejgaon Foundry & Engineering Works, Green View, Station Rd., Tejgaon, Dacca 5.

■ Mild steel billets, to SAE 1020 or BSS-15, length 18 ft. and above with 10% shorts down to 10 ft., 2"x2"; heat marks die stamped, accompanied by works test certificate; $105,000. Ref. No. FE/LC/OSB/2953. Eastern Pakistan Commercial Corp., Ltd., 8 Jinnah Ave., Dacca 2.

■ M.S. billets, to SAE 1020 or BSS-15, length 18 ft. and above with 10% shorts down to 10 ft., 2"x2"; heat marks die stamped, accompanied by works test certificate; $105,000. Ref. No. FE/LC/OSB/2957. M.s. billets, to SAE 1020 or BSS-15, length 18 ft. and above with 10% shorts down to 10 ft., 2"x2"; heat marks die stamped, accompanied by works test certificate; $105,000. Ref. No. FE/LC/OSB/2959. Rahim Engineering Works, Ltd., 8 Jinnah Ave., Dacca 2.

To be financed by a loan not yet authorized. National Bank of Pakistan, Decca. U.S. source. Quotation date March 23. 100% U.S. flag vessel. SBC-115.

■ Tinplates, 29 gauge and lighter; $104,500. Ref. No. FE/LC/OSB/3020. Quotation date March 24. Subject to GSA Defense Materials Service procedure. 100% U.S. flag vessel. U.S. source. Eastern Aluminum Agency, 37 Chowk Circular Rd., Dacca 1, E. Cable: IRONSTONE, Dacca. To be financed by a loan not yet authorized. National Bank of Pakistan, Dacca. SBC-115.

■ Strips, all kinds, widths 2"-36", in rolls, to ASTM-A-425; $63,000. M.s. billets, SAE 1010, 1020, 1025, or 1030, lengths 18 ft. and above with 10% shorts down to 10 ft.; 1½", 2½", 3", 2" square; heat marked, die stamped; to ASTM-A-273-58T; $63,000. Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, base weight 107 lb. or 30 gauge; 18¾"x28", 20"x30". Prime coke tinplate, 1.25 coating, same. Tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish. Same, except misprints. Tinplate circles, 2"-8" dia. To QQ-T425. $63,-000. Universal Engineering Co., Wood St., Karachi 2.

■ Electrolytic tinplate, prime, B.W. 100/107; coating 0.25, 0.50; temper 3; 21"x30" and larger; $10,500. Same, except one side gold lacquered; $10,500. Tinplate misprints; gold lacquered one side, misprint or plain other side; 20"x28" and larger; $10,500. Crown cork tinplate strips, gold lacquered one side, temper 3, B.W. 100, 7"x30" or larger; $10,500. Electrolytic tinplate waste waste, 80/107 B.W., 18"x24" and larger; $21,000. Prime electrolytic tinplate, 107 B.W.; coating 0.25, 0.50; 18¾"x28", 20"x30", in equal sizes; $21,000. Pig iron, machine cast; approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn .1-1.25%, Su .05% max., C 3.00-4.5%; $42,000. Ref. No. OSB/86-586. 100% U.S. flag vessels. Prices per l.t., c&f Karachi, freight charges separately, with full particulars of packing. A. R. Mohammed Siddiq, Marriot Rd., Karachi Cable, same.

■ Tinplate, prime coke, U/A, 1.25 lb. coating, 107 lb. base weight; 18¾"x28", 20"x30". Tinplate, prime electrolytic, U/A, 0.75 coating, 107 lb. base weight; 18¾"x28", 20"x30"; $10,-500. Prices per l.t., c&f Chittagong/Karachi, ocean freight indicated separately, 100% U.S. flag vessels. Ref. No. OSB/85-588. Fazal Bros., 22 Motan Bldg., Bunder Rd., Karachi.

■ Electrolytic tinplates, prime, U/A, 0.25 coating, bright, soft temper, 26"x36"; 50% in 30 gauge, 50% in 28 gauge; $8,400. Electrolytic tinplates, bright, soft temper, 0.25 coating, assorted to size, 18"x24" and larger, 30 gauge; $2,100, c&f Karachi. Ref. No. OSB/87-587. Utility Bucket Factory, Near Light House Cinema, Bunder Rd., Karachi.

■ Pig iron, grade 1; $10,500; Ref. No. OSB/85-585. Mohammad Hassan Khan, 25 Oriental Chambers, S. Napier Rd., Karachi 2. Cable, same.

To be financed by a loan not yet authorized. National Bank of Pakistan, Karachi 2. U.S. source. Quotation date March 24. Tinplate subject to GSA Defense Materials Service procedure. SBC-115.

■ Tinplate misprints, 18"x24" and larger, 30-33 gauge, assorted and unassorted to size and gauge; electrolytic tinplate waste waste, bright finish, 18"x24" and larger, 30-33 gauge, assorted and unassorted to size and gauge; $10,500. Quotation date March 24. 100% U.S. flag vessel. Subject to GSA Defense Materials Service procedure. Makhsood Bros., Flour Mills, 2 Chotokathra, Dacca. To be financed by a loan not yet authorized. Standard Bank Ltd., Dacca. U.S. source. SBC-115.

■ M.S. billets, to SAE 1020/C-1020; length 18'-22'; 1½", 1¾", 2", 2½" square; heat marks die stamped, accompanied by works test certificate; $10,500. Quotation date March 25. Ref. No. FE/LC/OSB/4278. Shafi Metal Industries & Engineering Works, 207 Feringhee Bazar, Chittagong. To be financed by a loan not yet authorized. National Bank of Pakistan, Chittagong. U.S. source. SBC-115.

■ Electrolytic tinplates, prime, coating 0.25, 107 lb. base weight, 30 gauge, 112 sheets per package; 18¾"x24" and/or 20"x30"; packed in fully waterproof paper lined metal units weighing approx. 2,000 lb. net, mounted on wooden platforms, skids not over 4" high; $21,000. 100% U.S. flag vessel. Prices per l.t., c.i.f. Karachi, freight rate indicated separately. Another identical order; $21,000. Mazhar, Muneer & Bros., 60 Liaqat Market, P.O. Box 4389, Karachi 2. Cable: CANOPY, Karachi.

■ Pig iron, machine cast, foundry grade; analysis, C 3.5%, Si 3.01-3.25%, Su 0.05% max., Ph 0.31-0.50%; Mn 1.01-1.25%; $11,000. Continex Corp., Mebta House, Strachan Rd., Karachi 1, W.

To be financed by a loan not yet authorized. National Bank of Pakistan, Karachi 2. Quotation date March 25. U.S. source. Tinplate subject to GSA Defense Materials Service procedure. SBC-115.

■ **TURKEY**—Electrolytic tinplate waste waste, coating 0.25 lb. bright, soft material temper. Assorted to one size gauge per skid, base weight 80/107 lb., in original mill packing, size 18x24 and larger; $5,500; cif. IL No. 002861. Quotation date March 20. Huseyin Alp Yalgin, Tersane Caddesi, Yabrak cikmazi No. 4, Galata, Istanbul.

■ U/A hot dipped tin plate 1.25, coating, 18¾ x28, 20x30; electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted, to size and base weight, 10x10 and/or 18x24 and larger, 107 lb. and lighter; $6,000. All offers in mill export packing, c&f basis. IL No. 002870. Celebon Barokas, O. Kapu Yokusu Kozluca Han 7/B, Istanbul.

■ Electrolytic tinplate waste waste, 18x24 and larger, 80 lb. and heavier, not assorted to size and base weight, approx. $5,000. IL No. 2873. Electrolytic tinplate waste waste, 18x24 and larger, 80 lb. and heavier, not assorted to size and base weight, or, coke tinplate waste waste, assorted to size and base weight, 18x24 and larger, 107 lb., and lighter, $6,900. IL No. 2872. Atlas Ticaret Kol. Sti. Avram Baruh ve Ortagi, Veli Alemdar han Kat 4, No. 6/3, Galata, Istanbul. Quotation date March 25.

■ Medium Siemens-Martin steel sheets, or equal. D.K.P. deep drawing quality, Al killed, oiled, normalized at 920/940°C. Various chemical properties and specifications, approx. $25,600. Quotation date March 20. IL No. 2860. Gaz Aletleri, A.S., Taksim/Cumhuriyet Cad. Seyhan Apt. 8, Elmadag, Istanbul. Cable: GAZALET, Istanbul.

Loan No. 277-H-043. Last three items subject to GSA Defense Materials Services procedure. SBC-111.★

■ **VIETNAM**—Plain galvanized steel sheet, soft, good commercial quality, coating 0.80 to 1.25 oz. per sq. ft., size 1x2m, USG 18x34; corrugated galvanized steel sheet, depth of corrugation ⅝", USG 18 to 27; mild steel equal angles, hot or cold rolled, length of 6 meters, 20x20x3 mm, to 100x100x10 mm; 13 items various steel products. To certain conditions. PA No. 430-660-901-456-4260. Limited world wide (901). Quotations by March 23 from approx. 121 individual importers who may order various quantities of all or only some of the items. Inquiries should be directed to Director General of Commerce, of the Government of Vietnam. SBC-110.★

■ Cold reduced electrolytic tinplate, coated 0.75 lb. tin pot yield, 107 lb. substance-unassorted grade, packed in metal export containers, approx. 2,000 lb. net ea., on solid wooden platforms, runners not over 4" high, full paper lined, 5,800 boxes 112 sheets, 18⅞"x28 1/16"; 2,000 boxes, 112 sheets, 20⅛"x30 5/16". Delivery by end of April. To certain conditions. Quotation date March 18. Cong Ty Shell Viet Nam, 15 Thong Nhut, Saigon. SBC-109. Tender must be sent to the Asiatic Petroleum Corp., 1 Rockefeller Plaza, New York, N.Y., with copies for USOM, 32 Ngo-Thoi-Nhiem, Saigon, and Directorate General of Commerce, 59 Gia Long, Saigon.

333 Primary Smelting, Refining of Nonferrous Metals

■ **VIETNAM**—40% tin, 60% lead bar solder, to ASTM B-32, grade 40 A, 15,000 kg., marked 40/60", size of bars 1"x½" flat, or any other forms and dimensions. Delivery by end of May; fob/c&f. Quotation date March 18. To certain conditions. Tender must be sent to the Cong Ty Shell Vietnam, 15 Thong Nhut St., Saigon, with copies for USOM, 32 Ngo Thoi Nhiem St., Daigon, & Directorate General of Commerce, 59 Gia Long St., Saigon. SBC-109.

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **INDIA**—Supply of 437,600 yds. of aluminum and lead sheathed telecommunication cables, allied accessories. Tender No. P/SE3/12003-R/I, bid deadline March 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/921), 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, for $2.10 each.

● Tin ingots, 39 m.t., 99.75% purity. Tender No. P/SR5/50801-P/I, bid deadline March 24. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents free from: India Supply Mission (Ref. No. D/ENQ/888), 2536 Massachusetts Ave., N.W. Washington, D.C. (20008).

■ **ISRAEL**—Condenser tubes, aluminum bronze, 1"x18 BWG x 30', 28,880. S/A No. Hm/1907. Loan No. 271-H-082. U.S. source. Bid deadline March 15. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y. 10022, Attn: Mr. N. Nisen. Full specifications, bid documents may be obtained from Sargent & Lundy, Engineers, 140 So. Dearborn St., Chicago, Ill. and/or Israel Electric Corp., P.O. Box No. 10, Haifa. Documents available upon deposit of $5.00 per copy. Checks should be made payable to Sargent & Lundy. Tenders should refer to S/A No. and be prepared on basis of fas U.S. port of exit. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer. SBC-103.

■ **VIETNAM**—Bare copper wire, 14 strands, 0.16 mm, approx. A.W.G. 34, 66,000 lb. Quotation date March 18. Limited world wide (901). Cuong Sanh Ky Nghe Dien Khi, 884 Tran Hung Dao, Saigon. Offers reviewed on c&f basis only; fob, freight costs indicated separately. 100% U.S. flag vessel. Copy of each offer made should be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-109.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Bolts and nuts for Gilbult joint, 8", 430 pieces; bolts and nuts, hexagonal head, black, JIS B.1154, ⅝" x 2", 10 cwts; offers for each item to be made separately. Bid deadline March 30. Tender No. 5/05/63-64(G). People's Stores Corp. St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

SOUTH AFRICA—Farmers' irrigation and borehole piping tools. Good quality wrenches, spanners, pipe threaders, vises, desired. Farmers' fence construction tools. Good quality wire strainers, pullers, pliers, cutters, accessories desired. Requests replies from manufacturers only. Direct purchase Brock, Tuchten (Pty.) Ltd. (importing distributor), P.O. Box 3281, Cape Town. WTD 11/22/63.

344 Fabricated Structural Metal Products

■ **INDIA**—Alloy forged steel pipe moulds, 10" x 18 ft., 5 each; 12" x 18 ft., 10 each. Ref. No. 73(44)/63-082-Aid. III. IL No. A-585778/US-AID/CCI/CG-II. Loan No. 386-H-082. U.S. source. Quotation date March 18. The Indian Iron & Steel Co., Ltd., 12 Mission Row, Calcutta 1. Detailed specifications may be obtained from Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., S.W., Washington, D.C. SBC-108.

349 Fabricated Metal Products

SOUTH AFRICA—St. Christopher magnetic car plaques, cheaper as well as better qualities desired; requests replies from manufacturers only. Direct purchase and agency. The Catholic Federation of The Diocese of Kimberley (importing distributor, manufacturers' agent), P.O. Box 257, Kimberley, C.P. WTD 12/27/63.

351 Engines, Turbines

■ **INDIA**—Component parts for Meadows diesel engine, Model No. DC-330, manufactured by Henry Meadows, Ltd., Wolverhampton, England. Long list of items, semi finished castings and forgings. Ref. No. 61(10)/63-082/Aid(1). Import license No. A.546108/62. Loan No. 386-H-082. U.S. source. Quotation date March 20. The Premier Automobiles, Ltd., Agra Rd., Kurla North, Bombay 70 (AS). Cable: PREMOBILES, Kurla North, Bombay. SBC-103.★

352 Farm Machinery

GERMANY—Lawn mowers, gasoline driven or electric; importing distributor requests replies from U.S. manufacturers only with price quotations cif European ports; requests replies in German. Manfred Hoffmann, 14-22 Batheyerstrasse, 58 Hagen-Kabel. WTD 9/16/63.

■ **GREECE**—Self propelled combine, mounted on wheels with pneumatic tires, diesel engine, preferably air cooled, to provide necessary power for operation of combine (cutting, threshing and traction). Ref. No. 24. Bid deadline March 27. Lesini Organization, Procurement & Sales Office, Rm. 104, 60 Kolokotroni St., Athens. Loan No. 240-H-028. U.S. source. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected that purchase will be financed by A.I.D. under loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-103.

GERMANY—Conveyor belting for every industry; belts for conveying, elevating and power transmission; requests replies from manufacturers only. Direct purchase and agency. Friedrich Schaefer (manufacturer, wholesaler, exporter), 24 Bleichstrasse, 79 Ulm a.d. Donau.

■ **GREECE**—Crawler mounted excavator, equipped with shovel attachment, bucket 1¾ cu. yd. capacity, diesel engine powered, weight approx. 100,000 lb. Delivery cif Piraeus. Quotation date March 29. Scapaneus S.A., 6 Academias St., Athens 134. Loan No. 240-H-028. U.S. source. SBC-108.

■ **INDIA**—Rock drills, suitable for tunnel driving, 100 each; retraceable pusher legs for same, 25 each. Ref. No. D/ENQ/926, Tender No. 500/BEAS/PR/51194/D-123. Bid deadline March 24. Superintending Engineer, Procurement Circle, P.O. Talwara Township, Dist. Hoshiarpur Punjab.

■ Screening plant with accessories. Ref. No. D/ENQ/922. Tender No. S/Project/3155-P/Screening/I. Fee $2.10 each, not refundable. Bid deadline April 2. General purpose 2½ cu. yds, capacity dragline buckets for Tata P & H Shovel Model 19554, 4 each. Ref. No. D/ENQ/872. Tender No. S/Project/33085-P/III A. Bid deadline March 24. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Loan No. 386-H-082. U.S. source. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Wash., D.C. 20008. SBC-102.

NIGERIA, EASTERN—Oil exploration, oil production machinery and equipment, including pumps, compressors, diesel engines up to 200 KVA. Agency and direct purchase. Witt & Busch Ltd. (importer), 2 Aba Rd., P.O. Box 571, Port Harcourt. WTD 9/4/63.

■ **TANGANYIKA**—Library lift (elevator). Quotations C.I.F. Dar es Salaam for supply of book/passenger lift for University College. Successful bidder to provide competent and skilled engineer to supervise installation for at least 3 months and provide servicing of same. Loan No. 616-H-004. U.S. source. Bid deadline March 31. Copy of specifications may be seen only, at Office of Crown Agents Representative, 3100 Massachusetts Ave., NW., Wash., D.C., 20008, but firms seriously interested in quoting are recommended to write to: Mr. F. Norman, The Crown Agents, (El/Various 4/11113), 4 Millbank, London, S.W. 1, England. SBC-103.

■ **TURKEY**—Crawler excavators, 2½ cu. yd., 2 each with spare parts. Invitation No. 139-1. Generating plants, KW, 220/380 V, 50 cycles, with spare parts, 5 each. Invitation No. 139-4. Qualification of firms wishing to participate in bids will be decided by Ministry and this decision, if favorable, will be notified to the firms by means of letter of invitations to participate in bids. Bidder shall indicate address in Turkey which will be used for notification. Loan No. 139. U.S. source. Government of Turkey, Ministry of Public Works, Head Office of the Railroads & Harbours Construction Department, Ankara. Bid deadline March 26. Tender fees $6 each, not refundable. Detailed specifications may be obtained from Turkish Embassy, Board of Counselors for Economic Affairs, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-102.

354 Metalworking Machinery

GERMANY—Special machines for the manufacture of wrought copper T-fittings; manufacturer requests replies from U.S. firms with price quotations cif European ports. A sample of the typo fitting to be manufactured is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. Gebr. Glittenberg GmbH, Fittings- und Roehrenwerk, 562 Velbert/Rhld.

■ **INDIA**—Thermoplastic extruder for producing layflat sheeting up to max. width of 54″, suitable for handling H.D., M.D., L.D. polyethylene, polypropylene, P.V.C., cellulose acetate; complete with hopper with automatic feed mechanism for supplying the plastic pellets with an adjustment side limit mechanism, gauge control, cooling roll, edge trimming device, length measuring device, constant tension rewind station, electrical heating and electric drive for 3 phase, 440-v., 50-cycle, a.c. current. Plexographic printing press, two-color, working width 36″, for printing polyethylene, cellophane, complete with drying changer, cooling roll, constant tension rewind and unwind stations, ink circulation pumps, electrical drive suitable for 3-phase, 50-cycle, 440-v. a.c. current; with provision for addition of further printing stations to complete machine for four-color printing. Polyethylene bag maker, max. bag width 36″; complete with independent unwind station, automatic piling arrangement, gusseter, counting arrangement, arrangements for side and bottom welding, photoelectric eye for preprinted films. Loan No. 386-A-032 (DLF Loan 157). IL No. 989736/DLF.157/61/HQ/CG.III. Ref. No. 4(48)/62-AID.II. Pratibha Plastic Industries, 610 Raviwar Peth Poona 2.

■ Backing rolls for Stanat 2 Hi/4 Hi combination rolling mill, 4″x15″x20″, for rolling brass and copper sheets and strips; back-up rolls driven, roll size 15¼″x20″ face, overall length 76″ with neck dia. 9.617″-9.618″; flat wobbler ends, distance between the two flats 4.492-4.494, center 60°; hardness—barrel. 70/75 Shore C, journals 45/55 Shore C, roll ends 50 Shore C max., roll material CR-V-Mol. steel; journals of roller suitable for Timken roller bearings of 500 RPM, radial load 1.80 lacs lbs., thrust loading 14,800 lbs. Water cooled mould for casting brass and copper slabs, 40″x20″x5″; book type including copper lining with armature for closing and opening, complete with steel base for mounting mould, including pipe, funnel; for use with melting furnace, for melting non-ferrous metals. Loan 386-H-082. IL No. P/AU/9030026/R/DL/18/M/D/17. Ref. No. 1(5)/64-082-Aid.III. Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1. Cable, ISARC, Bombay.

Both the above U.S. source. Quotation date March 26. SBC-100.

JAPAN—Hand operated automatic car washing tool that could be adapted for coin operation. Automatic car washing equipment suitable for use in an assembly-line type commercial car-washing operation. Requests replies with catalogs and price quotations. Yasuda & Co., Inc., 22, 7-Chome, Sugimuracho, Kita-ku, Nagoya, or P.O. Box 67, Higashi, Nagoya. WTD 2/5/64.

Polishers, portable, hand, electric for waxing automobiles. Direct purchase; requests catalogues and price quotations cif Japan. Daikoku Co. Ltd. (export-import company), P.O. Box 132, Central, Nagoya. WTD 7/63.

NIGERIA, EASTERN—Gas welding equipment, supplies; direct purchase and agency. Witt & Busch Ltd. (importer), 2 Aba Rd., P.O. Box 571, Port Harcourt. WTD 9/4/63.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 26.

● **BURMA**—Pyrometer, 4, for use in enamelware industry 0°-1200°C; porcelain pots, 2, for use with Oshima pot mill, outside dia. 1′, height 1.2′. Tender No. 23 MEI 64/MP/23, bid deadline March 25. People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Woodworking machinery, light, medium-duty, portable machine-tools, such as: circular and band-saws; belt sanders; shapers; jointers; surfacers and planers; cutter-heads; tilting spindle-shapers; edgers; carvers; routters; cutters; groovers; boring and mortising machines; related lines, including plywood machinery, operated on electric current, a.c., 220 v., 3 cycles, 50-phases. Agency and/or distributorship. Requests replies from manufacturers only in French. Alfred Zimmermann (manufacturers' agent), 15 Rue du Parlement-Sainte-Catherine, Bordeaux. WTD 2/14/64.

■ **GREECE**—CO2 expanding and compressing machine (dry ice press), capacity 400-450 lb/hr. in cylindrical blocks of a weight of 10-12 lb. approx., dry ice press to be fed by liquid carbon dioxide from storage tank, must include corresponding heat exchanger; complete set of pressure regulators, check valves, controllers; all necessary drawings for the installation; dimensions of surge tanks. Suitable leaflets and/or photos of machine should be sent with offers; cif Piraeus. Quotation date March 29. Carbonica A.E., P.O. Box 139, Athens. Loan No. 240-H-028. U.S. source. SBC-108.

■ **INDIA**—Machines and equipment for forge, foundry, engine shop, front and rear axle sections, including gear box section, gears for real axle, press shop, sheet metal shop, long list of items. Purchase contemplated to be financed by loan not yet authorized. U.S. source. Quotation date March 23. Tata Engineering & Locomotive Co., Ltd., Bombay House, 24 Bruce St., Fort, Bombay 1. Firms interested in quoting should contact Tata, Inc., 425 Park Ave., New York 22, N.Y., for details and specifications. SBC-98.

■ Water cooled mould for casting brass and copper slabs 40″x20″x5″, hook type mould, including copper lining with armature for closing and opening, complete with steel base for mounting of mould, including pipe, funnel, for use with melting furnace for melting non-ferrous metals. Ref. No. 1(6)/64-082-Aid.III. IL No. P/AU/9030023/R/DL/18/M/D/17. Quotation date March 26. Loan No. 386-H-082. U.S. source. The Indian Smelting & Refining Co., Ltd., Industry House, 159 Churchgate Reclamation, Bombay 1. Cable: ISARC, Bombay. SBC-97.

● **IRAQ**—Sewing machines, 188, assorted clothing manufacturing machines for army clothes, 43. Tender No. ORD/11/1964, bid deadline March 22. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

SOUTH AFRICA—Complete set of machines for manufacture (small output) of fiber board, similar type suitcases, such as benders, cutters, riveters, nailing machines, sewing machines, metal bending machines; requests quotation cif South African ports from manufacturer who could supply the various items to make up the complete unit. J. Solomon & Son (Pty.) Ltd. (importing distributor), P.O. Box 675, Cape Town. WTD 2/21/63.

SPAIN—Specialized plant equipment for chemical industry; importer and agent. Roan, Antonio José Fernández (manufacturer, wholesaler), Bravo Murillo 60, Madrid (3). WTD 1/28/64.

UGANDA—Machinery for transforming cotton into thread and putting it on retail-size spools. Machinery for the manufacture of retail-size spools for cotton thread. Machines suitable for making and packing instant coffee from raw coffee. Nicolas Calogepopoulos (manufacturer), P.O. Box 747, Kampala.

356 General Industrial Machinery

■ **GREECE**—Ball, roller bearings, steel balls, rollers, needle steel rollers, to be used for automotive purposes, spares for tractors, electric motors, farm implements and machinery, $42,000. Quotation date March 19. Costas Doucakis, P.O.B. 312 or 11, George St., Athens 147. Cable: DOUCOSTAS, Athens. Interested suppliers are requested to furnish catalogs, brochures, price lists to serve as basis for developing firm requirements. Loan No. 240-H-028. U.S. source. SBC-108.

● **HONG KONG**—Pumps, 3, centrifugal split-case design, output 3.25 M.G.D. at 114-feet total head, suitable for 346 volt, 3 phase, 50 cycle current. Tender deadline March 20. Secretary of Tender Board, Colonial Secretariat, Hong Kong.★ (Telephone: 202-WO 7-5589).

JAPAN—Labeling machines; direct purchase; requests replies with catalogues, prices. Soiko Trading Co., Ltd., Kotobuki-cho, Shimizu City, Shizuoka Prefecture. WTD 2/5/64.

■ **PAKISTAN**—Deepwell turbine pumps, 10 sets, having pump housing of 14" dia., setting level approx. 80 ft. Tender No. S-10/804 (63-64), fee $2.10, not refundable. Loan No. 391-H-066. U.S. source. Bid deadline April 13. Government of E. Pakistan, Directorate of Supply, E.P.I.D.C. House, 4th fl., Motijheel, Dacca 2. Detailed specifications may be obtained from Consulate General of Pakistan, 12 E. 65th St., New York. N.Y., Attn: Mrs. Caparelli. SBC-110.

■ **VIETNAM**—Water pumps, 110 capacity, 4 Nos. Water supply and distribution pumps to be direct coupled, horizontal, split case, double suction, centrifugal. Inv. No. 1124-07024. PIO/C No. 430-150-9-30314. Limited world wide (901). Bid deadline April 1. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Specifications, conditions may be obtained from Embassy of Vietnam, 2251 R St., NW., Washington, D.C. SBC-110.

357 Office, Computing, Accounting Machines

JAPAN—Desk computers with simplified action including machines that would be suitable for converting dollars or pound sterling into yen in a simple operation. Requests replies with catalogs and price quotations. Yasuda & Co., Inc., 22, 7-Chome, Sugimuracho, Kita-ku, Nagoya or P.O. Box 67, Higashi, Nagoya. WTD 2/5/64.

358 Service Industry Machinery

GERMANY—Air conditioners of all kinds, portable, for home; importing distributor requests replies from U.S. manufacturers only with price quotations cif European ports; requests replies in German. Manfred Hoffmann, 14-22 Batheyerstrasse, 58 Hagen-Kabel. WTD 9/16/63.

● **GREECE**—Kitchen equipment for university cafeteria: electric oven, ice cream machines, service sink washing machine, refrigerated cabinet having 1,000 lb. capacity, kitchen work tables. Tender No. B/68, bid deadline April 13. Ministry of Commerce, State Purchase Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5346).

● Kitchen equipment for university cafeteria: electric boilers, food warming equipment, fryers, ovens, steam tables, garbage disposers. Tender No. B/69/1964, bid deadline April 16. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5346).

● **PAKISTAN**—Air conditioning equipment, central package type, 2, for Automatic Exchange Building, Rajshahi. Tender No. PUR 23-2/64/531 bid deadline April 16. Air conditioning equipment, central packaged type for Automatic Exchange Building, Model Town, Lahore. Tender No. PUR 23-3/64/532, bid deadline April 16. Pakistan Telegraph and Telephone Department, Office of the Director General Telegraph and Telephone, Karachi.★ (Telephone: 202 WO 7-5589).

SPAIN—Heat exchangers, condensers, coolers, air-conditioning, refrigeration components, related items. Direct purchase and agency. Guerin S. en C., Via Augusta 23, Barcelona 6. WTD/2/4/64.

361 Electric Transmission, Distribution Equipment

GERMANY—Electronic, electro-mechanical components for measuring instruments, control devices, computers, and aircraft and space industries; importing distributor requests replies from U.S. manufacturers only with price quotations cif German ports. Teltronik Theo W. Kessler, 11 Sybelstrasse, 4 Duesseldorf. WTD 1/24/64.

● **IRAQ**—High and low voltage cable, switchgear, distribution transformers and street lighting poles and fixtures. Tender No. 3/64, bid deadline March 26. Director General, Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

● **SOUTH AFRICA**—Station transformer and auxiliary equipment. Tender No.'s 3008, and 3011 respectively, bid deadline May 4. Tender documents available from City Electrical Engineer, Electricity House, Strand St., Cape Town, upon payment of $282, refundable on return of bona fide tender or return of the document.★ (Telephone: 202-WO 7-4242).

SPAIN—Ampere, watt, integrating meters, parts. Ammeters, indicating, recording instruments, voltmeters, switchboards, relays, parts for same. Guerin, S. en C., Via Augusta 23, Barcelona 6. WTD 2/4/64.

■ **THAILAND**—Single phase, two wire, 220 v., 50 cy., A.C., watt hour and watt hour demand meters, 5,000 each; three phase, three wire, two element for metering unbalanced 3 phase loads, 500 ea.; 50(150)A, 220 v., 250 ea., B3m 5A, indicating demand register, 200 ea.; three phase 4 wire, 2½ and 3 element meter, 450 ea; C2. 5A, 400 ea; D1. 5A, demand register, with transformers, potential, current transformers, 150 ea. Prices quoted fob vessel, fas, c&f Bangkok. Invitation No. PDC-MEA-181. Bid deadline March 31.

■ 15 KV class potential transformer, outdoor type, 300 ea.; same, current transformer 10/5 amp., 70 ea; 25/5, 40 ea; 50/5, 140 ea; 100/5, 50 ea; 600 volt class current transformer, window type, 200/5 amp., 920 ea., 400/5 amp., 460 ea., 600/5 amp., 220 ea. Inv. No. PDC-MEA-182. Bid deadlne April 1.

■ Loan No. 19. World wide (899). Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Single copies of complete invitation to bid available from Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-110.★

362 Electrical Industrial Apparatus

■ **GREECE**—Dynamite gelatine, 30% nitroglycerine gelatinized, 285,000 kgs.; instantaneous electric detonators with aluminum blasting caps, 150,000 pcs.; delay electric detonators with aluminum blasting caps, 450,000 pcs. Ref. No. 23. Bid deadline April 2. Three four-piece steel arches, circular sections complete, 500 pcs. each; three piece symetrical steel arches, complete, 3,200 pcs; additional connectors, complete with nuts, 2,000 pcs.; additional nuts for same, 5,000 pcs. Ref. No. 26. Bid deadline March 31. Public Power Corp. 30 Chalkokondyli St., Athens 102. Cable: DEH, Athens. Loan No. 240-H-028. U.S. source. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected that purchase will be financed by A.I.D. under loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-103.

■ Electromagnetic grab, 45/50 dia., complete; crane weighing scale; pneumatic core stripping machine; stationary sand slinger; carbon arc cutting torches, complete; pneumatic mould stripping machine; pneumatic jolt rollover machine; core making machine, 32 items, various descriptions and quantities. Ref. No. 4 (283)/62-AID.II. IL No. 978527/DLF.157/60/CCI/HEP/CG.IV. Loan No. 386-A-032 (DLF Loan No. 157) U.S. source. Quotation date April 5. Central India Machinery Mfg., Co., Ltd., Birlanagarm Gwalior. Cable: CIMMCO, Birlanagar. SBC-97.★

■ **INDIA**—High frequency internal electrical vibrators, 12 ea.; frequency changer sets for operation of same, 4 ea.; spare parts for 7,000 hours normal working, 1 lot. Ref. No. D/ENQ/925. Tender No. SV-;/4263-P/III, Tender fee, not refundable, $2.10 each. Loan No. 386-H-061 (AID Loan 34). U.S. source. Bid deadline March 17. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-103.

■ **KOREA**—Carbon electrodes for electrolytic works, plates 50x178x1020 mm, oil impregnated, 10,000 lb.; pole, 50x420 mm, oil impregnated, 5600 lb. C&F, CIF, Pusan and/or Inchon, by U.S. flag vessel. Quotation date March 21. Korea Soda Chemical Industrial Cooperatives, 200, 2-Ka Taipyung-Ro, Chung-Ku, Seoul. Ref. No. FFO-SAI-4-30. PA No. 489-901-356-3008. Limited worldwide (901). Copies of all offers made should be sent air mail to Bank of Korea, Attn. Aid Section, and to Director, U.S. A.I.D., c/o U.S. Embassy, Seoul. SBC-103.

SPAIN—Parts and spares for electrical motors and generators. Guerin, S. en C., Via Augusta 23, Barcelona 6. WTD 2/4/64.

■ **VIETNAM**—Mild steel welding electrodes; weld. high tensile steel mang.; cast iron electrodes; Austenitic and high strength steel; mild steel welding rods; cast iron rods; stainless steel rods. Various descriptions, specifications, sizes, dimensions, large quantities. Subject to GSA Defense Materials Services procedure. Quotation date March 18. Societe D-Oxygene & D'Acetylene D'Extreme Orient, 1-3 Nguyen Truong To, Saigon. Limited world wide (901). Offers reviewed on c&f basis only; fob and freight indicated separately. 100% U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long. Saigon. SBC-109.★

363 Household Appliances

GERMANY—Kitchen-range hood-fans for household; household refrigerators and freezers; household dishwashing machines; importing distributor requests replies from U.S. manufacturers only with price quotations cif

European ports; requests replies in German. Manfred Hoffman, 14-22 Batheyerstrasse, 58 Hagen-Kabel. WTD 9/16/63.

364 Electric Lighting, Wiring Equipment

■ **INDIA**—Cable, splicing, terminating materials. Ref. No. D/ENQ/924. Tender No. S/Project/3011-R/Talcher/C.S.T./Va. Fee $12.25 each, not refundable. Prospective suppliers are advised to study specifications at India Supply Mission before purchasing tender forms. Loan No. 386-A-044 (DLF Loan 190-. U.S. source. Bid deadline March 17. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-102.

● **NEW ZEALAND**—Railway signal flashing equipment, 50 units. Tender NZR-64/333, bid deadline April 1. Comptroller of Stores, New Zealand Railways, Wellington, C.I. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C.

SPAIN—Electrical adapters, connectors, starters, plugs, rods, strips, outlets, wiring devices and related parts. Direct purchase and agency. Guerin, S. en C., Via Augusta 23, Barcelona 6. WTD 2/4/64.

365 Radio, Television Receiving Sets

SAUDI ARABIA—Television receiving sets of all types for domestic use; direct purchase and agency. Ibrahim Yousuf Akbar Alireza (importer, wholesaler, retailer), P.O. Box 243, Jidda. WTD 4/8/62.

366 Communication Equipment

GERMANY—Military electronic systems, airborne receiver/transmitters and shipboard radar installations; importing distributor requests replies from U.S. firms with price quotations fob New York or Los Angeles, Cal., including seaworthy export packing. T.I.G. Technische Industrieprodukte GmbH., Postfach 7, 5 Koeln-Ehrenfeld. WTD 1/31/64.

371 Motor Vehicle Equipment, Accessories

■ **INDIA**—Gears, station wagon, Willys 2 WD; CJ 3 B Willys Jeep; Dodge Kew; Willys CJ 38; U.J. crosses, durable; clutch discs; U.J. Cross with bearings; clutch release bearings; water pump and W.P. kits; diaphragm kits; king pin sets; coil springs; brake washers; garage tools; double ended spanners, 170 items, various part nos., descriptions and quantities; cif basis. Ref. No. 60(718)/63-082/Aid(1). IL No. E. 086129/63-EI/M/L-I. Loan 386-H-082. U.S. source. Quotation date March 31. Addison & Co., Ltd., 158 Mount Rd., Madras 2. SBC-97.★

■ Component parts for Fiat 1100, manufactured by Fiat, Torino, Italy; extra long list, approx. $420,000. To certain specifications and conditions. Ref. No. 61(11)/63—82/Aid(1). Quotation date March 20. The Premier Automobiles, Ltd., Agra Rd., Kurla North, Bombay, 70 CAS. Cable PREMOBILES. IL No. A.546121/62.

■ Garage tools, special purpose, including ¼" to 1" square drive, wrenches, brake pliers, ring compressors, ignition kits, brake efficiency tester, battery cell tester, coil and ignition tester, connecting rod aligner; spark plug testers, cleaners, ignition light, wheel balancer, $8,600. Ref. No. 53(245)/63-082/Aid.III. IL No. 031677. Quotation date March 21. Kanji Shavji Parekh, 51 Mangaldas Rd., Bombay 2. SBC-108.★

■ **TURKEY**—Ford automotive spare parts; various part Nos., descriptions, quantities, long list of items, 503 nos. IL No. 000719. Loan No. 277-H-043. U.S. source. Quotation desired by March 25. Yedek Ithalat Kollektif Sirketi, Giovanni Braggiotti ve Ortaklari, Cumhuriyet Bulvari No. 256, Izmir. SBC-111.★

374 Railroad Equipment

■ **GREECE**—Various springs for use on rail car bogies, draw and buffing gears and buffers, 1600 each. Ref. No. 21. Bid deadline March 31. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleous St., Athens, or Office of SEK Direction, 13 Fr. Roozevelt St., Thessaloniki. Loan No. 240-H-028. U.S. source. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected these purchases will be financed by A.I.D. under loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-103.

■ **INDIA**—Equipment for centralized traffic control on Northeast Frontier Railway: distribution system, aerial, underground, surface; control panels, gears, ancilliary equipment; centralized traffic control machine; carrier, repeater equipment; tools, plant; point operating mechanisms, fittings; signals, including route indicators; communications equipment; foundations; wires, cables, ancilliary equipment; instruments, housing for equipment; track circuits with insulators and rail bonding; painting; lighting. Ref. No. D/ENQ/918. Tender No. NFR-9/63. Fee $20, each, not refundable. Loan No. 386-A-031 (DLF Loan 151). U.S. source. Bid deadline April 7. Ministry of Railways, Railway Board, New Delhi 1. Specifications, conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-102.

■ **PAKISTAN**—Tools for assembly of 740 wagon materials, 22 items, various quantities, such as, marking tools, electric heavy duty shears, electric drills, disc grinders, welder clamps, adjustable wrenches, tape rules, raw hide mallets, aluminum hoists. Tender No. P&D/Wag-740/CTG, Loan No. 391-H-045. U.S. source. Quotation date March 19. East Pakistan Railway Board, Railway Bldg., Chittagong. Detailed specifications may be obtained from Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., Attn: Mrs. Caparelli. SBC-97.

381 Engineering, Laboratory, Scientific Equipment

■ **GREECE**—Instruments for microwave laboratory, 18 items, such as reflectometer device, all accessories; frequency deviation meter, variable attenuator, directional couplers, polyskop, microwave refractometer. Reference No. 20. Bid deadline March 28. P.V.C. insulated copper covered steel wire for overhead telecommunications lines, to be used at crossings with high voltage power lines, 15 kv. or 22 kv. phase-to-phase, 8.7 or 12.7 to earth respectively. Bid deadline March 26. Ref. No. 25. Hellenic Telecommunications Organization, Ltd., Supply Division, 20 Patission St., 1st fl., Rm. 105, Athens. Loan No. 240-H-028. U.S. source. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected these purchases will be financed by A.I.D. under loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-103.

NETHERLANDS—Mass spectrometer leak detectors; high vacuum or altitude vacuum chambers. Direct purchase and agency. Box MO-7, Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Surgical; dental equipment; instruments. Direct purchase and agency; requests samples and price lists fob or cif Sydney. Frederick A.F. Boughey, Box 4985, G.P.O., Sydney. WTD 2/10/64.

JAPAN—High speed dental drills, other dental office equipment. Requests replies with catalogs and price quotations. Yasuda & Co., Inc., 22, 7-Chome, Sugimuracho, Kita-ku, Nagoya, or, P.O. Box 67, Higashi, Nagoya. WTD 2/5/64.

NETHERLANDS—Vacuum sterilization equipment for central sterilizing in hospitals. Direct purchase and agency. Box MO-8, Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

NIGERIA, E.—Industrial safety equipment; particularly as used with oil exploration and production machinery and equipment. Agency and direct purchase. Witt & Busch Ltd. (importer), 2 Aba Rd., P.O. Box 571, Port Harcourt. WTD 9/4/63.

● **THAILAND**—Supply of 13 items of hospital furniture in various quantities including beds, tables, chairs, dressers, cabinets. Tender No. 9/2507, bid deadline March 19. Thailand Tobacco Monopoly, 184 Sukumvit Road, South Nana Lane, Bangkok.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

ENGLAND—Cine, photo tape films, accessories. Cine Accessories (Brighton) Ltd., 15 Bond St., Brighton, Sussex. WTD 1/20/64.

GREECE—Photographic chemicals, prepared. Importer-wholesaler-sales agent requests replies from manufacturers and exporters. Direct purchase and/or agency. J. Moscholios Corp., 22 Veranzerou St., Athens. WTD 2/12/64.

387 Watches, Clocks, Parts

AUSTRALIA—Clocks: mechanical, electrical, battery-powered; alarm, general, kitchen, and wall. Sondow & Co. (wholesaler, importer), Suite 11A, First Floor, 104 Bathurst Street, Sydney.

399 Manufacturing Industries

ENGLAND—Good quality gift articles, such as boudoir accessories, ice buckets, items of gilt, metalwork. Price range $3 to $15. Presents of Dover Street Ltd., 19 Dover St., London, W.1. WTD 1/31/64.

NIGERIA, E.—Inexpensive linoleum and floor tiles; rubber and fiber mats. Direct purchase and agency. Nigerian Floor Covering Stores (importer, retailer), 30, Asa Rd., P.O. Box 64, Aba. WTD 1/7/64.

■ **UGANDA**—U.S. equipment for three hotels (lodges) being built in various remote areas of Uganda; all mechanical equipment must be

designed for 240 v., 50 cycles, single phase. Catalogs, price lists, delivery terms requested for crockery; cutlery and silverware; linen; carpets; kitchen equipment; chefs' equipment; refrigeration; glassware; printed paper items. Loan No. 617-H-001 (AID Loan 59). U.S. source. Bid deadline April 10. All information should be airmailed to: Mr. E.N.M. Bonnim, Uganda Development Corp., Ltd., P.O. Box 442, Kampala. Procurement will be performed by the Crown Agents, 4 Millbank, London, S.W. 1, England. SBC-108.★

505 Farm Products—Raw Materials

FRANCE—Animal hair (ox; blond/white), raw, washed; related waste materials (short animal hair) suitable for spinning and the preparation of curled hair for upholstery filling; mattress-manufacturers; requests replies in French. Etablissements Ruer-Borlis, 11 Rue Lavoisier, Caussade, Tarn-et-Garonne. WTD 2/12/64.

Bids sought for aluminum conductors, guy anchors

The Trinidad & Tobago Electricity Commission is inviting bids for 200 miles of aluminum conductor, steel reinforced (ACSR), and 7,000 guy anchors.

Bid deadline for the procurement of this material is April 7.

Specifications may be obtained from the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Fredereck St., Port of Spain, Trinidad, W.I.

Procurement is world wide. Customs duties are not applicable to imports of the Commission; material is for part of the electrical expansion program being undertaken by the Electricity Commission.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Sampson Baitz, Managing Director, Bias Binding Co. Pty. Ltd., 621A Swanston St., Carlton, Victoria, interested in **textiles, machinery,** agencies for **novelties, clothing accessories,** materials and machinery used in manufacture of bias; also requesting technical information for same. March 18 via San Francisco for two weeks. c/o Victoria Hotel, Seventh Ave. and 51st St., New York, N.Y. Itinerary: Cities as needed.

Ronald F. Hodgson, representing Frank J. Hodgson Pty. Ltd., 35 Reynolds St., Balmain, N.S.W., Sydney, (importers of **crushers** and **materials handling equipment**) interested in obtaining Australian representation for U.S. products; also requesting technical information for these products. March 22 via Los Angeles for 23 days. c/o Yale & Towne Manufacturing Co., Materials Handling Division, 11000 Roosevelt Blvd., Philadelphia, Pa. Itinerary: Los Angeles, Kansas City, Detroit, Chicago, Philadelphia, Washington, New York.

AUSTRIA—Mrs. Irma Alembik, representing "Harme" Boutique (dress shop), 2 Bauernmarkt, Vienna I, interested in latest U.S. **fabrics, ladies' garments** and **accessories;** contacting manufacturers of **women's blouses** and **shirts** with a view to obtaining exclusive **sales rights** for Austria; **displaying own** small **collection** of fashionable ladies' garments and accessories. Here for two months. c/o Mrs. Bishop, 322 W. 72nd St., New York, N.Y. Itinerary: New York, Washington.

Marko Feingold, representing "Wiener Mode" (sportswear fashion store), 4a Wolf-Dietrich-Strasse, Salzburg, interested in obtaining exclusive **sales rights for** Austria for **technical equipment, sporting goods, playground equipment; displaying** own **collection of "Austrian Look" men's, women's** and **children's clothing** including various kinds of sportswear, ski stretch pants, lederhosen, Tyrolese hats. March 31 via New York for one month. c/o Mrs. Clara Breier, 465 Riverdale Blvd., Long Beach, New York. Itinerary: New York.

CONGO—Constantin Valsamis Provitaris, representing Nogueira & Cie. B. P. 8844, Leopoldville, interested in agencies and purchase of **automotive equipment** and **spare parts;** general **consumer goods; coffee** and **ivory exports** from the Congo. March 10 via New York for two months. c/o J. Gerber & Co., Inc., 855 Ave. of the Americas, N.Y. Itinerary: Chicago, Detroit, New York.

ENGLAND—Ralph Schryber, Director, Gordon Blake Ltd., London House, 9A Margaret St., London, W.I., interested in showing range of fall and winter **all-wool skirts** (mohair, cashmeres, tartan and Shetland wools) for junior/teen-age wear (ages 2-14 years). March 2 via New York for 15 days. c/o Apt. 12A, 800 West End Ave., New York, N.Y. Itinerary: New York.

FINLAND—Eino K. Marttinen and Markku Murtosalo, representing Marttinen Oy, Lonnrotinkatu 4, Helsinki, interested in **equipment** and **techniques** for manufacturing, distributing and exporting cosmetic, beauty salon and barber products and wishes to contact manufacturers or distributors of **cosmetics** and **related products.** Between March 16-25 via New York. c/o Department of Commerce Field Office, Empire State Building, 250 Fifth Avenue, New York, New York 10001. Itinerary: New York, possibly others.

GERMANY—Josef Fendel, representing Gebrueder Fendel, 1, Eisenbahnstrasse, Koeln-Kalk, Cologne, interested in contacting wholesalers of **plumbing, heating** and **sanitary equipment.** Here through March 14. c/o Holiday Inn, 440 W. 57th St., New York, N.Y. 10019. Itinerary: Chicago, Toledo, Cleveland, Philadelphia, Washington, New York.

INDIA—Murarji J. Vaidya, representing Indian Rayon Corp. Ltd., United Bank of India Bldg., Sir Phirozshah Mehta Rd., Bombay 1, interested in purchasing **equipment** required **for expansion of rayon yarn plant.** March 12 via New York for 16 days. c/o Mr. Mathew J. Kust, 1001 Connecticut Ave., NW., Washington, D.C. 20036. Itinerary: Detroit, Chicago; Knoxville, Tennessee; Pittsburgh, Cleveland, Boston.

NORWAY—Jon A. Martinsen, representing J. L. Nerlien A/S, Nedre Slottsgate 13, Oslo, interested in **new developments** for **photographic equipment** and **supplies.** March 14 via New York for one month. c/o Eastman Kodak, International Division, 343 State St., Rochester, New York. Itinerary: Depending on location of interested firms.

Martin Samuelsen, Consultant, Retail Grocers' Rationalization Office, Wdm. Thranesgt. 84B, Oslo, interested in retailing (training of trade personnel, advertising, sales promotion, layout of shop displays, chainstore organization) and requesting technical information on **new developments** in **retail store equipment** and **fittings.** April 1 via New York for one month. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Cities as needed.

SOUTH AFRICA—R. Melouney, representing Cosmetic Agencies, 465 Smith St., Durban, Natal, interested in contacting manufacturers of **toiletries, cosmetics** and **related products** with a view to obtaining local agencies. March 15 via New York for 5-6 weeks. c/o U.S. Junior Chamber of Commerce, P.O. Box 7, Tulsa 2, Oklahoma. Itinerary: Oklahoma, Texas, Florida, Indiana, Michigan.

SOUTH AFRICA—Ronald Vallance, representing African Feather Works (Pty.) Ltd., P.O. Box 3174, Cape Town, interested in purchasing additional **machinery** for **processing poultry meat waste, feather meal** and **condemned carcasses into meat meal,** and requesting technical information about **latest processing methods** to obtain maximum distensible protein. Middle of March via New York for two weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y., 10001.

SWEDEN—Sven Dahren, representing AB Dahrentrad, Essunga, interested in purchasing **wire enameling machines** and requesting technical **information on magnet wire manufacturing.** Here for 20 days. c/o Department of Commerce Field Offices on itinerary. Itinerary: New York (Feb. 28-March 1); Buffalo (March 3-5); Minneapolis (March 7-10); Chicago (March 13-15); New York (March 17-18).

SYRIAN ARAB REPUBLIC—Victor Elian, representing Elian & Rabbath, P.O. Box 561, Selim Jeanbart St., Aleppo, interested in agency and import of **diesel truck engines, tires** and **tubes,** and **secondhand jute bags;** also requesting technical information on diesel engines. End of March via Detroit for one month. c/o Acme Tire and Rubber Co., Akron, Ohio. Itinerary: Detroit, Akron, Boston, New York.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Natural Gas Utilization Equipment—The Netherlands, January.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

GREECE—Corn, wheat, other cereals; soybean oil. Fred S. Petilon (importing wholesaler, distributor, sales agent), P.O. Box 63, 4 Dragatsaniou St., Athens. WTD 3/8/63.

Wheat and other grains, sugar, seed oils. G.A. Calpacas (distributor and sales agent for manufacturers and other suppliers of provisions abroad), 4 St. Constantine St., Athens. WTD 6/11/63.

202 Dairy Products

CANADA—Cheese and specialty foods. Gourmet Sales Inc. (importer, retailer), 139 King St., Montreal, Quebec. WTD 2/14/64.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Printed mattress ticking. Exclusive agency; requests replies from manufacturers only. Mr. T. Renensson, Alexander McDonald & Sons Pty. Ltd., 75 Pitt St., Sydney. WTD 5/9/61.

262 Paper Mills Products

MEXICO—Drawing paper; requests replies in Spanish. Luis Méndez Jiménez, S.A.; República del Salvador 51, México 51, D.F. WTD 1/6/64

SOUTH AFRICA—Paper as used in packaging and printing industries; requests replies from manufacturers only. Erle & Stephens (importing distributor, manufacturers' agent), P.O. Box 3821, Cape Town. WTD 9/9/63.

264 Converted Paper, Paperboard Products

MEXICO—Gift wrapping papers; requests replies in Spanish. Luis Méndez Jiménez, S.A.; República del Salvador #51; México 51, D.F. WTD 1/6/64.

281 Industrial Chemicals

SOUTH AFRICA—Chemicals and resins as used in paint, rubber, plastics, and allied industries; requests replies from manufacturers only. Erle & Stephens (importing distributor, manufacturers' agent), P.O. Box 3821, Cape Town. WTD 9/9/63.

282 Snythetic Materials

BELGIUM—Synthetic fibers: nylon, acrylic, polyester, vinyl, acetate, viscose. Jacques Walton (commission merchant), 5 rue de Blankenberge, Gent. WTD 2/12/64.

SOUTH AFRICA—Plastic film for packaging industry; polypropylene film used for packaging, and polypropylene for shrink-wrapping; requests replies from manufacturers only. Erle & Stephens (importing distributor, manufacturers' agent), P.O. Box 3821, Cape Town. WTD 9/9/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

CANADA—Toilet preparations, specialty cleaning, polishing and sanitation preparations. Requests replies from manufacturers. Bernal Laboratories, Ltd. (importer), 355 St. Peter St., Montreal, Quebec. WTD 9/24/62.

307 Plastics

DENMARK—Seeks license to make new and novel items for advertising specialty field. A. Behrend, Kaermindevej 6, Glostrup.

331 Steel Mill Products

GREECE—Cast iron pipes; requests replies from manufacturers only. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GREECE—High and low tension electric cables; requests replies from manufacturers only. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

344 Fabricated Structural Metal Products

GREECE—Power transmission towers; requests replies from manufacturers only. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

349 Fabricated Metal Products

CANADA—Tube fittings, for ship and boat building industry. Ball valves, instrument valves and other valve specialties. A. M. Tower Co. (importer, commission merchant), 14 Milner St., Montreal 28, Quebec. WTD 2/13/64.

354 Metalworking Machinery

MEXICO—Metalworking machinery (lathes, presses, milling machines and planers). Mexican Printing Supply, S.A. (importer, retailer, wholesaler), Calz. de Tlalpan 393, Mexico 13, D.F. WTD 1/7/64.

355 Special Industry Machinery

GREECE—Machinery (poultry packing and processing); requests replies from manufacturers and exporters. Peter Kyvelos (importer, wholesaler, sales agent), Dikigorika, Glyfada, Athens. WTD 2/12/64.

MEXICO—Printing machinery (paper cutters, printing presses, linotypes). Mexican Printing Supply, S.A. (importer, retailer, wholesaler), Calz. de Tlalpan 393, Mexico 13, D.F. WTD 1/7/64.

SOUTH AFRICA—Machinery used for blow moulding and vacuum forming, also machinery and equipment for overwrapping, forming, filling, sealing and packing; requests replies from manufacturers only. Erle & Stephens (importing distributor, manufacturers' agent), P.O. Box 3821, Cape Town. WTD 9/9/63.

357 Office, Computing, Accounting Machines

CANADA—Office equipment and supplies—small items—for sale through mail order or direct mail distribution. James A. Kerfoot, Debco Sales of Canada (importer, wholesaler, retailer), 5302 Dundas St., West, Islington (Toronto), Ontario. WTD 2/18/64.

363 Household Appliances

CANADA—Electrical appliances. Gordon Vacuum Cleaner Co. Ltd. (distributor), 4111 St. Lawrence Blvd., Montreal 18, Quebec. WTD 7/23/63.

375 Motorcycles, Bicycles, and Parts

CANADA—Bicycles, bicycle accessories; requests replies from manufacturers only. Gordon Vacuum Cleaner Co. Ltd. (distributor), 4111 St. Lawrence Blvd., Montreal 18, Quebec. WTD 7/23/63.

381 Engineering, Laboratory, Scientific, Research Instruments

MEXICO—Drawing and drafting instruments. Luis Méndez Jiménez, S.A. (importer, retailer), República Del Salvador 51, Mexico 51, D.F. WTD 1/6/64.

382 Instruments for Measuring, Controlling and Indicating Physical Characteristics

CANADA—Pressure gauges, thermometers, tube fittings, tubing and liquid level gauges. A.M. Tower Co. (importer, commission merchant), 14 Milner St., Montreal 28, Quebec. WTD 2/13/64.

394 Toys, Amusement, Athletic Goods

CANADA—Fishing tackle and equipment; for sale through mail order or direct mail distribution. James A. Kerfoot, Debco Sales of Canada, 5302 Dundas St. West, Islington (Toronto), Ontario. WTD 2/18/64.

Toys. Requests replies from manufacturers only. Bernal Laboratories, Ltd. (importer), 355 St. Peter St., Montreal, Quebec. WTD 9/24/62.

399 Manufacturing Industries

DENMARK—License sought for manufacture of modern sprinkler system with flush-mounted head for fire protection of buildings, heating and sanitary installations, prefabricating and welding of pipes and scaffolding. Erik Bjorkholdt, Emilie Kildevej 13 A, Klampenborg.

Leads for Importers

209 Food Preparations

DENMARK—Interested in selling canned mushrooms. Greca Konserves, Sigersted pr. Ringsted. I.R. 151.

Wishes to sell ice cream powder mix. Den Danske Maelkekondenserings Fabrik A/S, Nakskov. I.R. 178.

230 Apparel

ICELAND—Seeking contacts with buyers for ladies', men's and children's stretch slacks made from 60% spun rayon and 40% helanca. Ylur Ltd., 26 Skulagata, Reykjavik. WTD 1/21/64.

233 Women's, Misses', Juniors' Outerwear

DENMARK—U.S. importers to handle the

distribution of ladies' ski pants. Kimose, Otto Rudsgade, 100, Aarhus. I.R. 44.

237 Fur Goods

DENMARK—Mink rancher wants to sell directly to mink furriers. Greca Mink, Groefte pr. Soro. I.R. 150.

251 Household Furniture

DENMARK—Interested in exporting high style line of furniture. Vaerksteds A/S Lindquist, Motola (Sweden) Lindquist Kontor Mobler, Borgergade 27, Copenhagen K. I.R. 22.

259 Furniture, Fixtures

DENMARK—Manufacturer hardwood of any description, mostly beech with some ash, oak. Also wishes to export dowels, furniture legs, special turnings, shapes. Rough, finished, special shapes made to order. (1) Junckers Savvaerk A/S; (2) Sylvadan A/S, Sankt Annae Plads 3, Copenhagen S. WTD (1) 10/19/62 (2) 10/5/62 I.R. 184.★

307 Plaster Products

GERMANY—"Haga" plastic wall covering, interior and exterior use, for every type of surface. Carl Lemmen, Postfach 1225, 1 Goerresstrasse, 5 Koeln a. Rh. 1. WTD 8/1/63.

355 Special Industry Machinery

DENMARK—Manufacturer desires to export modern dairy machinery. Paasch & Silkeborg, Silkeborg. WTD 7/12/62. I.R. 30.

Complete line of screw cap manufacturing equipment to sell with no license fee screw cappers—vacuum and vapor; case sealers adjustable. Sonderbys Fabrikker. Toldbodgade 33, Copenhagen K. I.R. 196.

Vibrating-type small parts feeder for automatic high speed assembly lines. Also zipper manufacturing equipment. Ivan Lystager A/S & Lysta A/S, Hoffdingsvej 14, Valby, Copenhagen. WTD 5/2/57. I.R. 107.

GERMANY—Mixing and kneading machines with homogenizers for chemicals, pharmaceuticals, cosmetics, plastics, varnishes, resins, foodstuffs. Distributors or agents. Haagen & Rinau, 210 Hemmstrasse, Bremen (P.O. Box 22).

366 Communication Equipment

AUSTRIA—Equipment for automatic monitoring of the occupancy of the radio frequency spectrum. Kapsch & Soehne A.G., 1 Wagenseilgasse, Vienna XII. WTD 6/10/63.

369 Electrical Machinery

DENMARK—New type patented, low-cost electric haircurler. Bybjergs Radio and T.V., (Carmen Curler), 42 Skibbrogade, Kalundborg. I.R. 79.

Manufacturer has high quality printed circuits of all types. Danish Printed Electronics A/S, Gisselfeldvej 8, Brondby Strand, Copenhagen. I.R. 109.

371 Motor Vehicles, Motor Vehicle Equipment

BRAZIL—Mufflers for Volkswagen automobiles and station wagons (Kombi) offered by automotive replacement parts' manufacturer. Maquinas e Moto-Pecas Wallig S.A., Rua Voluntarios da Patria 2201, Caixa Postal 1603, Porto Alegre, RGS.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

COSTA RICA—(100 colones = US$15). Contract has been signed under Industrial Encouragement Law for establishment of Costa Rica's first large **flour mill.** Proposed $5 million mill will have capacity to satisfy national demand for major types of wheat flour. Mill expected to begin operations within 2 years.

According to contract, mill will be located near Pacific port city of Puntarenas and will have capacity to process 200 m.t. of wheat daily, producing wheat flour of first and second quality, semolina, bran, shorts, and animal feed concentrates. Project involves estimated investment of 32,760,000 colones (approx. $4,948,640) and construction must be initiated within 6 months from Feb. 12. Mill must begin operations 18 months after construction has been started. Contact: Ministry of Industries, San José, Costa Rica.

FINLAND—(100 Markha = US $31.25). Work on long-contemplated creation of **Free Zone area at port of Turku** will apparently be accelerated as result of announcement that three-fourths of share capital required for construction has been subscribed.

City of Turku has reserved area of 4 hectares in harbor region and another 6 hectares are available if needed. The 4 hectares were leased to Turku Free Port Commission. Contact: Turku Free Port Commission, Helsinki, Finland.

FRANCE—(100 N. Francs = US $20.25). Following bridge and tunnel projects in various stages of development have been reported: **Road of Lakes of High Pyrenees:** Road under consideration by General Council of District of Haut-Pyrenees. Would provide tour of lakes which begin at foot of pass of Tourmalet and ends at extremity of Valley of the Aure. Road would have length of 22 miles and would cost about $4 million.

Bridge between Isle of Oleron and mainland: General Council of District of Charete-Maritime recently voted construction of bridge to link Isle to mainland crossing from Chateau on Oleron to Chaput on mainland. Bridge will be about 2 miles long and 30 feet wide with sidewalks for pedestrians. Construction will begin in April and is expected to be completed in early 1966 at cost of $6 million. Contract has been awarded to Campenou-Bernard firm.

Marseilles Tunnel: Work on tunnel under old port will begin in August and should be completed by 1967 at cost of $10 million. Tunnel will consist of two tubes laid on bottom of port, each about 23 feet in diameter, each providing one-way traffic for about 30,000 cars a day. Contract has been awarded to CITRA (Company Industrielle de Travaux).

Tunnel under Vosges: In 1962 General Council of District of Vosges, in cooperation with Districts of Haut-Rhin and Bas-Rhin, established commission to study possibility of improving highway communication between Vosges and Alsace. Preliminary study now under way to determine economic advantage, if any, of highway project. If study favors such a project, more thorough and detailed study will be drafted and plan established. It is hoped to present plan to National Government for consideration under Sixth Modernization Plan (probably not before 1970). Most commonly discussed project would be tunnel under Col. d'Urbeis on route between St. Die (Vosges) and Selestat (Alsace).

HONDURAS—(100 lempiras = US$50). Government has made decision to build almost completely new **road** between Tegucigalpa and Potrerillos, rather than realign existing Northern Highway.

Consultants, Brown & Root (Overseas), Inc. suggest that road can be completed in 2 years if project is let in **three different sections**, as follows: (1) 57 kilometers between San Antonio and Comayagua (this has been estimated to cost 10 million lempiras); (2) 65 kilometers between Comayagua and Agua Caliente (estimated to cost approx. 13 million lempiras); and (3) 66 kilometers between Agua Caliente and Potrerillos (estimated to cost 11 million lempiras). Specifications probably will be for two 11-foot lanes, with double bituminous surface, and 6-foot shoulders. Contact: Secretario de Obras Públicas y Comunicaciones, Tegucigalpa, Honduras.

MEXICO—(100 pesos = US$8). Government has announced 1964 Work Program of Ministry of Communication and Transport. Copy of program in Spanish language available on loan. Among projects described are **roads, railroads, aeronautics** and **telephone, telegraph** and **telecommunications.** Partial summary translated in English of expansion of Mexican communications networks also available on loan.★

PAKISTAN—(100 rupees = US$21). Report available on loan for 5 days outlining **progress on Indus Basin Projects.** It is reported that all projects will be completed well before March 31, 1970.★

SPAIN—(100 Pesetas = US$1.66). According to recently published Spanish Economic and Social Development Plan for 1964-1967, public investment in **rail transportation** will include **new lines, rail interconnection systems** at various cities, new **subway lines** in Madrid and Barcelona and **expansion** of **narrow-gauge railroads.** Total investment of 37,981 billion pesetas planned on **highways;** 26,518 billion for **housing construction;** 20,745 billion for **railroads;** 21,918 billion for **water supply sewage** and **sanitation.**

Copy of Plan available from Trade Opportunities Staff, Department of Commerce, BDSA-111, Washington, D.C. 20230. To expedite mailing, firms are asked to include with their request a self-addressed mailing label.

SOUTHERN RHODESIA—(£1 = US $2.80). Further announcements have been made regarding **casino-hotel project** reported in Jan. 27 issue of INTERNATIONAL COMMERCE. Current plans now include 38 luxury suites, plus quarters for employees. A **9-hole golf course projected** in plans for construction at later date. Contact: Gelfand, Levinkind & Co. P.O. Box 1854, Salisbury, Southern Rhodesia.

New Books and Reports

***The Kiplinger-Hammond Forecast Atlas of the World.* Prepared by the Kiplinger Washington Editors. 1964. 436pp. $13.50.**

An economic projection, in geographical terms, of expected world changes during the next 10 to 15 years, and their effects on individual Americans. The country-by-country study concludes that the changes in the next 15 years will probably be even more widespread and loaded with opportunities than the radical changes of the 15 years just passed. The book is designed to help individuals and businessmen make decisions in a rapidly evolving world.

Copies can be ordered from The Kiplinger Washington Editors, Inc., 1729 "H" Street, NW., Washington, D.C. 20006.

***The Social Context of Economic Behavior.* By W. T. Tucker. Published by Holt, Rinehart and Winston, New York. January, 1964. 163 pp. $3.75.**

Professor Tucker concentrates on the private sector of the economy, and examines the sociological setting and context by individuals, firms and entire communities. A separate chapter is devoted to international business.

Copies can be ordered from Holt, Rinehart and Winston, Inc., 383 Madison Avenue, New York 10017.

***Corporate Law: 1963.* Published by the University of Wisconsin Law Department. Madison, 1963. 210 pp.**

The Proceedings of Wisconsin's 9th Annual Corporate Lawyers' Institute, containing papers on U.S. strategic controls on international trade, the control of exports from the U.S., Treasury regulation affecting trade with the Sino-Soviet bloc and Cuba, and the State Department's role in East-West Trade controls.

Copies can be requested from the University of Wisconsin, Extension Law Department, Madison, Wisconsin 53706.

***Federation of British Industries Register of British Manufacturers: 1964. 36th ed.* Published by Thomas Skinner & Co. London, 1964.**

An alphabetical and classified directory of Federation of British Industries, members divided into 8 sections: Products and Services; Translations of group headings into French, German and Spanish; Advertisements; Addresses (including subsidiaries, branches, and overseas affiliates); Trade Associations; Brand and Trade Names; Trademarks; and a supplementary address section.

Review copies are available in Commerce Department Field Offices. Copies can be ordered from Thomas Skinner & Company, Ltd., St. Alphage House, Fore St., London, E.C. 2, England.

***Poor's Register of Corporations, Directors and Executives: 1964.* Published by Standard and Poor's Corp. 3,225pp. $84 (includes supplements).**

The massive directory of U.S. business, listing major corporations and their policy-forming personnel. Of great value to anyone doing business in or with the U.S. A 91-page geographical index accompanies the 1964 edition. It contains a state-by-state (and major city) breakdown of firms which are mentioned in the directory itself.

Copies can be ordered from Standard and Poor's Corporation, 345 Hudson Street, New York, N.Y. 10014, or from Standard and Poor branch offices throughout the country.

***Financing Government. 6th Ed.* By Harold M. Groves. Published by Holt, Rinehart and Winston, New York. January 2, 1964. 692pp. $7.50.**

Discusses the means whereby governments finance themselves. Taxes on general business, natural resources, and the applications of the income tax to capital gains, corporations and their stockholders are among the various taxes examined by Mr. Groves.

Copies can be ordered from Holt, Rinehart and Winston, Inc., 383 Madison Avenue, New York, N.Y. 10017.

***Latin America's Merging Market.* Published by Business International. New York, February, 1964. 55pp. $50.**

Describes the goals of the LAFTA treaty, progress to date, and the reaction of individual U.S. corporations. The new study examines the threats and opportunities the regional grouping poses to U.S. exporters and investors.

The report may be obtained from Business International, 757 Third Avenue, New York, N.Y. 10017.

***International Business.* By Howe Martyn. Published by the Free Press of Glencoe, Collier-MacMillan Limited. London. February 24, 1964. 288pp. $5.50.**

Mr. Martyn analyzes the international business enterprise and discusses the various social and economic factors which lead firms to set up overseas subsidiaries, the various legal forms this can take, and the various ways in which international firms allocate human and capital resources. He also discusses the organization and control of subsidiaries, their personnel and hiring policies, their marketing and advertising strategies, and their role in sparking innovation and development in recipient countries.

Copies can be ordered from the Free Press of Glencoe, a Division of the MacMillan Company, 60 Fifth Avenue, New York, N.Y. 10011.

***Third Annual Report of the European Free Trade Association.* Published by the EFTA. Geneva, July, 1963. 47pp. Free.**

This report covers EFTA activities during the fiscal year ending June 30, 1963. It contains a general survey, a review of internal activities of the association, relations with other organizations, economic developments within EFTA during the year, EFTA's 1962-63 trade, and the association agreement with Finland.

Copies can be requested from the EFTA Information Office, 711 Fourteenth Street, NW., Washington 5, D.C.

***Middle East and African Economist.* A monthly report published by Middle East Economist. Forest Hills, N.Y. Annual subscription (including index) $18.**

A monthly newsletter touching on economic developments in 2 of the world's chief developing areas. Topics touched on a country-by-country and regional basis include: state planning and enterprise; foreign aid, capital and investments; business conditions; international competition; major projects, bids and contracts; budgets of governments and development agencies; industrial and mining developments; legislative measures and oil developments.

Subscription orders should be addressed to the Middle East and African Economist, 66-19 Alderton Street, Forest Hills 74, N.Y.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701940/38

Calendar *for international traders*

March

9-10—Executive seminar, De Paul University, **Chicago, Ill.** Theme: "Spain—A Market for U.S. Products". Speaker: Robert W. Hammerschlag, Office of International Regional Economics, BIC.

9—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

9—Monthly meeting of the International Trade Club of Chicago, La Salle Hotel, **Chicago, Ill.**

9—Export Training Course to run eight consecutive Mondays, sponsors: Rutgers University, Newark Extension Division; New York Regional Export Expansion Council; New York Field Office, Department of Commerce; New Jersey Department of Conservation and Economic Development. For further details, contact Rutgers, Newark Extension, 601 Broadway, **Newark, N.J.**

10—Dinner meeting, Springfield Export Sales Managers Association, **Springfield, Mass.**

10—Businessmen's consultations with U.S. Trade Mission to East Africa, St. Regis Hotel, **New York, N.Y.** Speaker: G. Mennen Williams, Asst. Secretary of State for African Affairs.

10—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

10—"Show You" in office workshop for new exporters, St. Louis Field Office, **St. Louis, Mo.** Sponsored by St. Louis REEC, World Trade Club, St. Louis Chamber of Commerce.

11—Businessmen's Consultations with members of the U.S. Trade Mission to East Africa, Association of Commerce, **Baltimore, Md.** Sponsor: Association of Commerce.

11—Export Educational Seminar, 6:20 to 8:20 p.m. Sponsor: Long Island University, New York Regional Export Expansion Council, Small Business Administration, and New York Field Office, Department of Commerce. For further details address inquiries to Professor Stucke, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.**

11—Seminar on "Finding Your Customer Abroad," 3:15 p.m.; International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

11—Minnesota World Trade Association, monthly dinner meeting, Hotel Pick-Nicollet, **Minneapolis, Minn.**

11—Businessmen's consultations with East African Trade Mission, Indianapolis Chamber of Commerce, **Indianapolis, Ind.**

12—Businessmen's Consultations with members of the U.S. Trade Mission to East Africa, Field Office, **Pittsburgh, Pa.** Sponsor: Department of Commerce, Pittsburgh Field Office.

12—Businessmen's Consultations with members of the U.S. Trade Mission to East Africa, Plaza Tower Hotel, **Oklahoma City, Okla.** Sponsor: Oklahoma City Chamber of Commerce.

12—Monthly dinner meeting, International Trade Association of New England, Inc., Tiffany's Restaurant, **Boston, Mass.**

12-13—"Doing Business in Nigeria" conference/consultation with Arnold Wilken of BIC. Sponsors: REEC, World Trade Club, Chamber of Commerce. St. Louis Field Office, **St. Louis, Mo.**

13—Businessmen's Consultations with members of the U.S. Trade Mission to East Africa, State Suite, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: Department of Commerce, Boston Field Office.

16—Foreign Trade Division meeting, 51st annual convention, National Association of Secondary Material Industries, Inc., Edgewater Beach Hotel, **Chicago, Ill.,** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

16—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

16—Central Texas World Trade Seminar, International Trade Conference, School of Business Administration, Baylor University, **Waco, Texas.** Sponsor: Dallas Field Office in cooperation with Waco Chamber of Commerce.

16-18—Society for International Development, 6th world conference, Willard Hotel, **Washington, D.C.**

17—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

17—Annual Rhode Island World Trade Conference, Colony Motor Hotel, **Cranston, R.I.** Sponsor: World Trade Club of Greater Providence Chamber of Commerce.

18—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

18—13th Cleveland Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

19—Monthly luncheon meeting, International Trade Club, La Salle Hotel, 12:15 p.m. **Chicago, Ill.** Speaker: Reginald Brack, Senior Vice President, Braniff International Airways. Subject: "Latin America In Focus."

19-20—Conference on Business-Government Relations in Marketing, Shoreham Hotel, **Washington, D.C.** Sponsor: American University. Speakers: (Mar. 19) Eugene M. Braderman, Deputy Asst. Secretary for International Commerce; (Mar. 20) Daniel L. Goldby, National Export Expansion Coordinator.

23—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

24—2nd Annual Utah Export Expansion Conference, Hotel Utah, **Salt Lake City, Utah.** Sponsors: Salt Lake City Chamber of Commerce and Rotary Club; Department of Commerce Field Office. Speaker: Roy L. Morgan, Director, Office of Field Service, DIB.

24—Education-Export Seminar and "E" Award Presentation, Temple University, **Philadelphia, Pa.** Speaker: Eugene M. Braderman, Dep. Asst. Secretary for International Commerce.

24—Monthly dinner meeting, Worcester Foreign Trade Council, Nick's Colonial Grille, **Worcester, Mass.**

25—Illinois Agricultural Association meeting, **Normal, Ill.**

25—"The International Dimension in Business and Economics" seminar. Sponsor: Graduate Business Association, Louisiana State University, **Baton Rouge, La.**; Regional Export Expansion Council; New Orleans field office, Department of Commerce, Baton Rouge Chamber of Commerce.

26—International Finance Workshop, 9:30 a.m., Mayflower Hotel, **Jacksonville, Fla.** Sponsors: Commerce Field Office, Jacksonville Area Chamber of Commerce, Duval County Board of Public Instruction.

30—Importers' Association of Chicago, meeting, Traffic Club, Palmer House, **Chicago, Ill.**

31—Seminar on Customs and Tariffs, 3:15 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

31—47th annual convention, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Speakers: Franklin D. Roosevelt, Jr., Under Secretary of Commerce; E. E. Schnellbacher, Ass'tDirector, BIC.

April

1—47th annual convention, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

6—Monthly meeting, Houston World Trade Association, **Houston, Texas.** Speaker: Mr. Frank Hildebrand, Chief, Texas Tourist Commission. Subject: Importance of International Tourism to Texas.

6—Yugoslav Trade Conference, 3:15 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

7—First seminar in series of six on Practices and Techniques in Exporting, 6:15 to 8:15 p.m., International Trade Club, **Chicago, Ill.**

8—"Pennsylvania Conference on Exports to Japan," Hotel Penn Harris, **Harrisburg, Pa.** Luncheon speaker: Governor William W. Scranton. Sponsors: Pennsylvania Department of Commerce, U.S.—Japan Trade Council.

9—International Trade Club of Chicago, Imperial Inn, 6 p.m., **Chicago, Ill.**

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